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CONTENTS OF REEL 161

1) The Tobacco world, v.26, no.1-26
January 1, 1906 – June 27, 1906
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130 0 Tobacco world (Philadelphia, Pa.)
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260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
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500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
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500 Some combined issues
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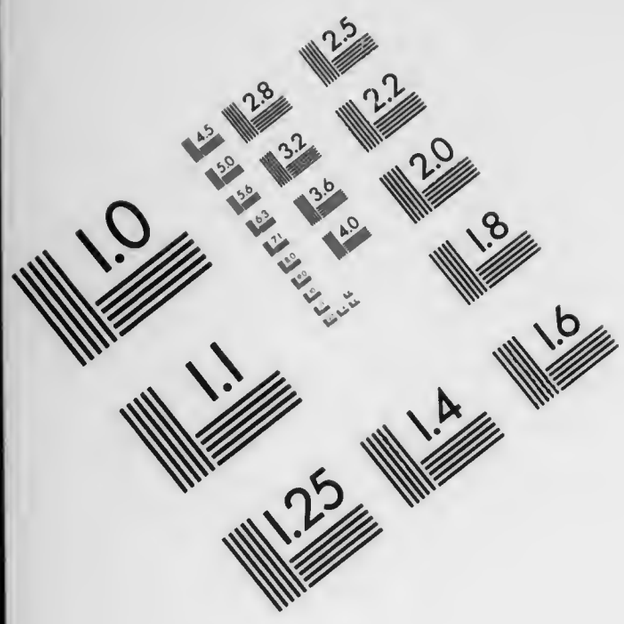

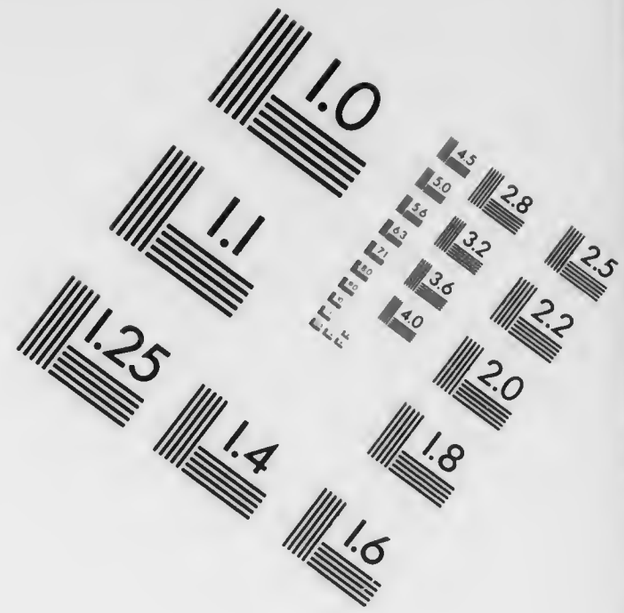

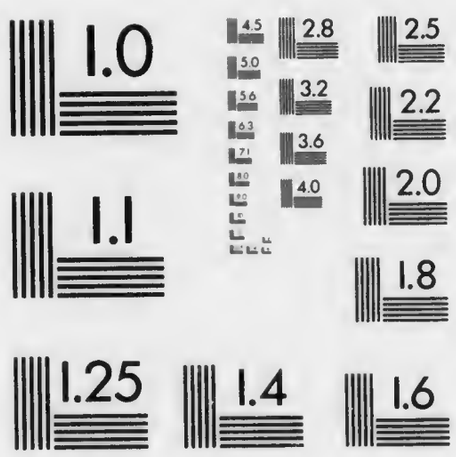

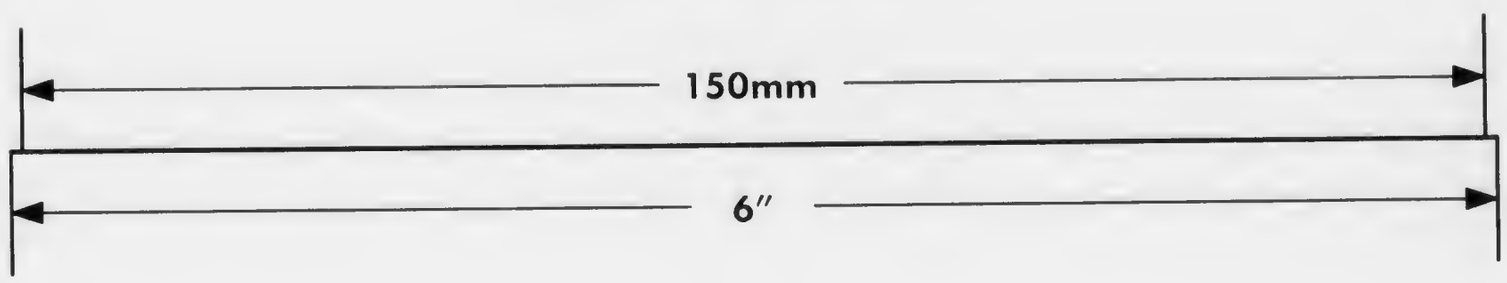

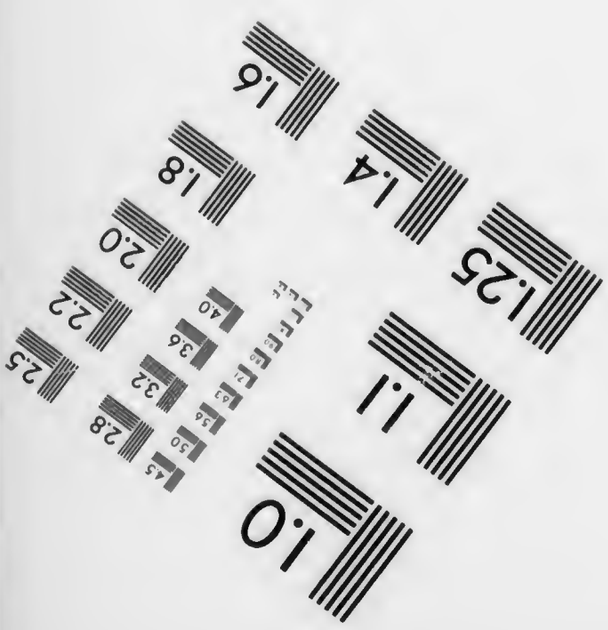

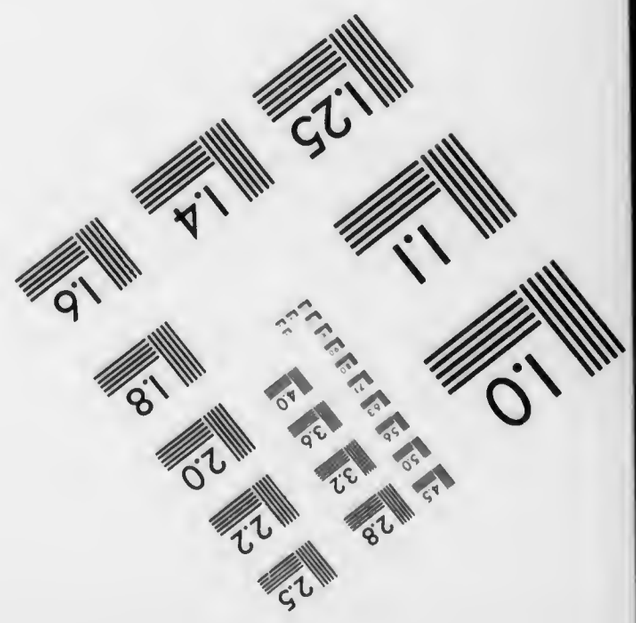

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January 3, 1906 – June 27, 1906

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Vol. XXVI., No. 1.

PHILADELPHIA and NEW YORK, JANUARY 3, 1906.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

PHILIPP J. KOLB & CO.
IMPORTERS and
PACKERS of
LEAF TOBACCO
232 Arch St., Philadelphia

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Havana
RUTHERFORD
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TOBACCO CIGAR MFG. CO., Philadelphia, Pa.

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Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
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5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

A HANDSOME PACKAGE
and
A Fine Tobacco
An independent brand which duplicates steadily because of Quality, Flavor and Price
UNITED STATES TOBACCO CO.
Manufacturers,
Richmond, Va.

Growers and
Packers of
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TOBACCOS
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Schroeder & Arguimbau
No. 178 Water Street
New York

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Vesper Cigar 5¢

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(NICKELBY, 5c.)

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GUMPERT BRO'S.
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29 North 4th St., Philadelphia.

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CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

IF YOU WANT to be in HAVANA
Smoke
CAMELA
5c. Cigars
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HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

H. F. KOHLER
Nashville, Pa.
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HIGH GRADE, HAND MADE
Seed & Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

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232 Arch St., Philadelphia

Clear Havana
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Philadelphia CIGARS

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MADE BY
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IDLE HOUR
IDLE HOUR CUT PLUG
1⅔ Ounces, Ten Cents.
A New Sliced Plug
An ideal smoke; equal to anything imported, and superior to anything made in America.
For particulars and samples, write
UNITED STATES TOBACCO CO.
Richmond, Va.

SMOKE
VETTERLEIN BROS.'
SABOROSO
PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

Growers and Packers of
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Write for Samples
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No. 178 Water Street
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(LORD LANCASTER, 10c.)

Vesper Cigar 5c — Clean as the Food You Eat

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615 Market St., Philada.

(NICKELBY, 5c.)

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

VIRTUE LIBERTY AND INDEPENDENCE

There are a number of factories selling more cigars than we do. There is **None** growing at the rate our business is. There's a good reason for it. Quality! Quality!! Quality!!! Want a proof? Write for a **RUGBY,** and smoke it.

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Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

STANDARD OF ALL HAVANA CIGARS.

CLEAR HAVANA

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Most Popular All Havana Cigar Made

KEY WEST CIGARS

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THE TOBACCO WORLD

SOLID AGAINST PHILIPPINE CUT.

Connecticut Growers Come Out Strongly Against Payne Bill

Springfield, Mass., Jan. 5.

The tobacco growers of the Connecticut valley have been gathering their forces to place themselves on record as vigorously opposed to the bill before Congress providing for reduction in the Philippine tariff, and for free trade after 1909.

In spite of H. S. Frye, the Connecticut growers maintain that the reduction would absolutely remove the protective feature of the tobacco tariff of which the late President McKinley was the father and which has made tobacco the money crop of the Connecticut valley. The 1905 New England crop of 16,000 acres will net growers between $4,000,000 and $5,000,000.

It is expected that the annual meeting of the New England Tobacco Growers' Association, in Hartford, Jan. 8, will oust H. S. Frye from the presidency of the association, because Frye, against the wishes of the directors of the organization, has advocated reciprocity. The growers will adopt resolutions protesting against any change in existing tobacco schedules and will vote to maintain a lobby in Washington during the consideration of the Payne bill. Growers assert that American capital invested in the Philippines and not the Filipinos will be the chief gainers under the Payne bill. This fact, growers maintain, explains the prodigious activity in behalf of the measure.

CRUCIAL CASE NOW ON.

Will Decide Whether Government Can Force Exhibition of Books.

Washington, D. C., Jan. 5.

The Supreme Court of the United States, at Washington, on Wednesday, entered upon the consideration of what are known as the tobacco trust cases. These are proceedings instituted to compel witnesses to testify in the Government's suit against the so called trust, now pending in New York.

Edwin F. Hale and Wm. H. McAllister, officers of some of the companies charged with being in the combination, refused to answer questions or to produce their books when called as witnesses before the grand jury. They were thereupon committed for contempt of court and sought relief by means of a writ of habeas corpus. That was refused by the U. S. Circuit Court for the Southern District of New York, and they appealed to the Supreme Court.

The cases are considered by many as crucial as they involve the right of the Government to compel information in anti trust proceedings. There are many points of similarity between these cases and the Ballman case, in which the court last Tuesday decided the court could not compel the exhibition of books The argument was opened by DeLancey Nicoll, the well known former New York District Attorney.

RICHMOND TRADE IN GOOD SHAPE.

Expert Reviews Satisfactory Year and Predicts Another Good One.

Richmond, Va., January 6.

T. M. Carrington, of this city, made a general review of the year's trade in 1905, in which he gives some interesting facts. He says that the general trend of business has been unusually free from any notable changes or disturbing elements and its flow has been steady in all branches of the trade. He says:

"All conditions for the manufacturing interest point to a healthy and increasing trade for 1906, as the supply of leaf is ample and the general conditions of trade are such as to justify fair margins of profit.

"Among the leaf dealers the past year has been a satisfactory one in the several species of tobacco. In dark export leaf better prices were paid than for the year past, and the usual demands of the buyers for the several European governments were filled in their accustomed manner and usual quantities, but the rather small crop brought about a good demand for everything in sight, and the stocks of old darks are now in a very small compass. The new crop is selling well, but not too high to preclude safe buying, and no changes are expected, unless complications arise by reason of the farmers' associations. In sun cured for home, and to some extent for foreign, trade, there has been a good demand, and prices are well up. There is no surplus made, but the crop is, no doubt, up to requirements.

"Bright, or fine cured tobacco, has been dealt in to a considerable extent during the past year, the small crop of 1904 and 1906 bringing about improved conditions—conditions needing improvement on account of a large surplus grown in 1902 and 1903. In addition to the usual demand for this species, the orders filled by the representatives of the purchasing agents of the Japanese government, which government took over the tobacco business, took up the large stocks of this class of tobacco carried in Richmond, and every indication points to a continuance of this trade.

"The stocks of bright tobacco are not large and for the future the position appears strong."

TOLEDO CIGAR MANUFACTURER DIES

William H. Hoehler, formerly of the cigar manufacturing firm of Geleerd & Hoehler, Toledo, O., died at the residence of his brother-in law, Capt. J. M. Weier. Tuberculosis, from which he had been suffering since last April, was the cause of his death.

Mr. Hoehler was 28 years of age and had lived all his life in Toledo. He is survived by a wife, his parents, Mr. and Mrs. Charles Hoehler; two sisters, Mrs. J. M. Weir and Mrs. Peter Thompson, and four brothers, George, Frank, John and Harry Hoehler. He was a member of Egbert Command, Spanish American War Veterans, and served with the Tenth regiment in the Spanish-American war.

WAREHOUSE OPEN ON THE 15th.

Tobacco Handling in Janesville, Wis., Will Begin About That Time

Janesville, Wis, Jan. 6

The Rock county crop has been brought into condition for taking down, and stripping will occupy the attention of the growers for some time. The present cold is not intense enough to injure any of the leaf, and the prospects are that the delivery of the crop will soon be commenced. One crop was received Saturday at the A. N. Jones warehouse, but this is not the result of the recent case weather, the leaf having been stripped a month ago.

None of the Janesville warehouses have enough leaf as yet to begin handling, but it is expected that the packing season will have been opened with a rush by January 15. Never before has so large a portion of the crop been purchased in the bundle for warehouse packing, and those holding contracts for large portions of the crop are abundantly blessed, for they will be able to start the new year with work. But one Edgerton warehouse has opened the season. This is the Madden Brothers, who handle Vernon county tobacco, some of which came into case some time ago. Present reports from that section are that no case season was experienced last week.

MAY START NEW FACTORIES.

A. T. Co. Said to be Looking for Cigarette Plant Locations

There is a report in the trade, which has not been confirmed officially, that the American Tobacco Company is looking around a number of cities with a view of soon establishing at least three large additional cigarette factories.

It is said these plants will be for the manufacture, chiefly, if not entirely, of all tobacco cigarettes. The factories turning out the paper wrapped cigarette are prepared to extend their capacity to an almost unlimited extent, and to meet any demand, however great. The work of making tobacco-wrapped cigarettes, however, is much more tedious and laborious, and requires a larger force. Labor conditions will have an important influence in determining the location, and it is said that the scarcity of girls in the South will send all the new plants to the North.

HANCOCK BRANCH, OF RICHMOND, RUNNING AGAIN,

The W. T. Hancock branch of the R. J. Reynolds Tobacco Co., of Richmond, Va., is again open after months of idleness and is now prepared to run as an important plug plant. It will be sometime yet before the plant will be in full operation but it will finally run to the capacity of the four story building. The brands—Humbug, Maritana, Rustic, Fig and Apple—will be manufactured as in the old days before the factory was bought up by the Reynolds Co.

$150,000 FOR CROP.

Kentucky Warehousemen Receive it from Italian Government.

Hopkinsville, Ky., Jan. 6.

Checks have been received by warehousemen here for amounts aggregating $150,000 as proceeds to farmers in this immediate section of the sale of 5,000 hogsheads of tobacco by the Dark Tobacco Growers Association to the Italian Government

The money will be distributed to individual farmers by warehousemen. Out of 25,000 hogsheads of 1904 crop held by the association only about one thousand remainn unsold, and as the association is now recognized by all buyers, this balance as well as the entire 1905 crop is expected to be sold within short time, and at considerable advance over prices which have prevailed during the past few years.

GOOD YEAR FOR THE TRADE.

J. B. Moos, Chicago Jobber, Tells of General Prosperity.

Chicago, Jan. 2.

J. B. Moos, President of J. & B. Moos, well known jobbers of this city, declares that the last year has been very satisfactory, in the cigar and tobacco trade. He said:

"The past year has been a highly satisfactory one for the cigar and tobacco trade. The production as well as the consumption of these products exceeded greatly that of previous years. All of the better manufacturers have been unable to fully meet the requirements of their trade. During the past few years of general prosperity the natural increase in the consumption of tobacco products has been enormous. Cigar manufacturers experience difficulty in procuring sufficient new workmen to keep up with this growth."

WIRTH'S CIGAR CO. WILL PUT OUT NEW SMOKE.

One of the well known cigar manufacturers of Pennsylvania is Mart H. Wirth who is doing business with an experience of 30 years in all branches of the trade. Wirth's Cigar Co., of Canton, Pa., was started in 1899 and Mr. Wirth's able business management and the fine quality of his goods have given his brands a high and wide reputation. The La Pearla is a ten cent brand and is fast gaining popularity with the trade. Wirth's Leader, King Buck, Evening Puff, Zenith, Manila Rose, Pride and Our Little Traveler are the leading five cent cigars of this firm. The firm will launch a new brand in the nickle line the coming year, which will be called the Gold Standard; it will go to the trade at $35 a thousand, and the smokers can rely on good value for their money.

—The Tobacco Trades Exposition Co., of New York, has been incorporated with a capital of $5,000, to manage a tobacco trades exposition, by T. Ludlow Chrystie, Horace I. Brightman and Wm. B. Turk.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTUS D&T VUELTA ABAJO Wm. H. Dohan.
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D&T
Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

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Havana and Sumatra
and PACKERS of
Leaf Tobacco
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JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

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Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
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H. Dolinsky & Son
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112 N. THIRD ST. PHILADELPHIA, PA.

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Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
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PHILADELPHIA

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BENJ. LABE & SONS,
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Packers & Dealers in LEAF TOBACCO
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SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

HABIT! HABIT! HABIT!

"Well, how'd ye enjoy the holidays?" I asked the other day, as I dropped into a hotel lobby chair beside a drummer friend.

He didn't say anything for awhile and then he looked at me and half laughed.

"To come right down to the honest truth," he answered, "I didn't have such a great time, at that."

"Aren't you white enough to want to get back to the bosom of your family awhile?" said I.

"Yes, I am," he declared positively. "I want to be in their bosom all the time I m hiking up and down the country try ing to make a dollar. I want to be home bad, every time I climb into my horrible trap in a sleeper, and every time I tuck myself away in a smelly hotel cradle. Then's when I want to be home. Then's when I think of my cosy fourposter in the comfortablest room of the mansion of me fathers. Then's——"

"What is this, an epic poem?" I asked him.

"No. I only want to emphasize the fact that I have no trouble in being homesick. But by the same token, I have no trouble in getting cured. I'd been looking forward to my holidays at home this year, and thinking about them, planning the meals, quiet evenings and many innocent diversions, as the parks advertise, till I could hardly wait until I had closed up my territory.

"I landed home all right and I sat around beaming on the family like a Cheshire cat. I smacked my lips over my food and ate like a hog, making constant cracks about fitting my stomach out with the only decent suit of furniture it had had in a year. I kissed my wife about every other minute and had the kids staring at me as if they thought I had been in the cage with the moneys.

"I lay abed the next morning, luxuriating in the fact that I didn't have to catch any train or find a new argument for a sliding customer, and I just hugged myself with the thought that I had several more mornings just like it.

"Like the old gent in the song, I sure sat around all day and didn't even think of work. Fine! I played euchre and flinch and a few others, and decided that the simple life was just about all there was to it."

I scraped my foot on the tiled floor. "Go on," I said, "I'm still here."

"Well, it lasted even another day and then I began to find myself sort of rest less. 'Queer weather we're having' says I to the wife. 'Makes a fellow feel uneasy.'

"She looked me over with a wise eye, for she was hep to the symtoms all right. After while she said, 'Why don't you go down to the barber and get shaved?' I told her I'd shaved myself that morning. 'Well, get your hair cut and talk to him a little; maybe you'll feel better then.'

"I went down and got a hair cut I didn't need and talked many words, stepped into the saloon and got drink I didn't want for the sake of passing a crack with the barkeep, stopped at the boot black's to jolly him along, and went home."

"Y-e-s s-s, you say you went home," said I dramatically.

"Say, if I'm annoying you don't hesi tate to let me know," said my drummer friend, half inclined to get angry.

"Nev-vaire!" I assured him.

"Well, I was through my homesickness and I didn't know it. The microbe was in the blood, and I wasn't content to rest quietly and let the old orange whirl along until I had to begin traveling over it again. I couldn't feel satisfied. I wanted to do something, and I didn't know what it was.

"Finally, in desperation, I threw some thing into a valise and skated out of the house. My wife gave me a foxy, slow smile that made me red. 'Back tomorrow,' I says.

"Well, old stick in the mud, I went to Washington, and from there to Richmond and from there somewhere else and finally back home after two gul lorious days. I guess I felt worse. Well s a y!

"'Tell y'u I'm glad to get back,' says I to me fambly, and wifie spared me another smile as I lavished kisses on her lipses.'

"'You remind me of a rubber ball that you throw against the house and it comes back and hits you on the mouth,' said she.

"I've taken a couple more trips since I've been home, and I've always come back feeling fine. So that, after all I guess I can say I've had a very pleasant

(Concluded on page 7).

FOLDING PAPER BOXES
For Packing
Cigars ....
Cigarettes
Clippings
Edwards & Docker Co.
16-18 N. 5th St.--PHILADA.--501-503 Commerce St.

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

TIMELY TALKS WITH RETAILERS.

THE writer is acquainted with a retailer who prides himself on never being "out" of anything. That doesn't mean to say that he carries everything that is manufactured, but that, having carefully selected a stock best adapted to his customers' needs, to which he occasionally adds, he never allows himself to be caught without any particular article in it.

He would feel as if he had been guilty of a crime, if he was compelled to turn a customer down because he had run out of an article before a new lot of it had arrived. He makes it a point to go over his stock carefully, and as his trade is steady he can tell pretty well what he sells of each article so that he knows about how soon, before it is gone, to order more.

It sounds like a lot of trouble, but the dealer has got it down to a science and does it instinctively, without consciously making any calculation. He believes it does him a lot of good with his customers, because they can always count on getting what they want at his store, even when other dealers may be short. For no matter how short certain brands may be at times, the dealer manages to get them, even at a premium.

It is a fact that the average customer has been educated up to a point where he regards with deep suspicion the expression, "just out, but we've got something very similar, and, personally, I think it's a little better." He has decided what he wants himself, and he don't want his intelligence insulted by the imputation that he doesn't know what he ought to have.

Even if he doesn't go so far as to think that, he is likely, particularly if the thing happens more than once, to gain a rather contemptuous opinion of a store that is apparently too shiftless to keep up its stock. For even if the brand called for was one least in demand, the customer would argue that what happened to him would happen to others.

* * *

WINDOW CARDS.

THERE is room for another little ding dong on window cards. A lot of stores are doing without them altogether, and apparently are unable to see where they could derive any benefit from their use. The writer went into the store of a Philadelphia dealer, the other day, who had just finished trimming a very artistic window.

"What do you think of it?" asked the dealer, surveying hss work with much satisfaction. The writer answered that it was a very pretty little art and industrial exhibit, but was entirely useless for purposes of commerce. The dealer wanted to know why.

"Because," was the answer, "if passers-by didn't take the trouble to assume it, they wouldn't know that there was anything for sale. As I say, they would have a right to suppose that it was merely an attractive exhibit of manufactured products. There is nothing, beyond the fact that your place is a cigar store, to make the passer by feel a desire to investigate. Or if his eye is caught by some one article in the window he is unable to form any comparisons to establish its value, because he has no idea how much it is.

"A man hates, like thunder, to say: 'How much is that?' That is a woman's privilege. The man wants to order a thing and lay down the money for it, and he won't do that if he is entirely in the dark as to what is asked for the article, no matter how good it looks to him.

"If you so hate to allow price marks in the window, put them here and there on articles that are particularly good value for the money, and explain briefly on the same card, which can be as neat as you please, why the article is such good value for the money. Then, even if the article which has attracted the eye of the passer by is not ticketed, he will estimate the prices on other articles, and will take heart enough to enter the store to find out about the one he wants.

"Just remember that you wouldn't expect to sell goods directly to indifferent customers without stating some inducement why they should buy. So you don't expect the window to sell, when it is unable to speak for itself."

"'Well,' said the dealer, 'I'm not going to clutter up my window with ugly cards. It looks too nice.' And that's just the trouble. A dealer makes a pretty window, and he would rather contemplate the beauty of the window than have it selling his goods."

* * *

COULDN'T STAND THE JOKES.

"TO a certain extent," said a cigar dealer, "the funny papers have stopped the women from buying cigars for their husbands and male friends for the outward decorations alone. To satisfy my curiosity, during the past several days I have made inquries among local dealers as to the extent of their sales within a week before Christmas, and I found that the sales of boxes of five and ten cent cigars were large, while the two-fors remained on the shelves, although the exterior decorations of the boxes were loud and attractive. It is true that the decoration on the box attracts the attention of women who are buying cigars for presents, but this year, more than ever, there seems to have been a dis position to inquire as to the quality of the weed. I believe that the pictures and jocular remarks of the funny papers are in large part responsible for the lack of interest shown among the women for attractively designed boxes."

TAKE CARE OF YOUR MANNER.

THE clerk who is trying hard to win a personal following among the customers of the store should take care that his manner is not too friendly or cordial. Aside from whether he is the social equal or inferior of the man he is waiting on, he should keep his manner impersonal

While he is in the store he is a servant of the public for the reason that he waits on the public, and plenty of men resent an attitude of familiarity under such circumstances. Many, of course, do not, but it is better not to run the risk of making even one mistake by being too friendly with the wrong man.

Some fellows never forget that they are John Jones, Esq , a person to be considered, and if they think a clerk is over looking that fact they will change their store.

On the other hand, there is nothing worse than servile deference, for to one man who will be offended at familiarity, there are twenty five who will be disgusted at being fawned on. The clerk who strikes a happy medium is fortunate indeed and need not worry about his value.

* * *

"I DID a lot of late business Christmas week," said an up town Philadelphia dealer this week. "Some of my neighbors even snaked me out of bed early Christmas morning and had me open up to get them what they wanted.

"You see it was a case of forced put with them. They had unexpectedly received presents from some of their male acquaintances and felt that it was up to them to make a return. They wanted to make it look as if they had been going to send something all along and the nearest and quickest thing was a box of cigars.

"I had a pretty good line of holiday goods this year and I was all ready for them, because I had some left. They would select a box of cigars, or a good pipe, or perhaps some fancy smoker's article, and if the other fellow was in the city, send it off by my messenger telling him to say that he was late with his parcels and was just finishing up. That made it look as if they had bought it sometime before, you know.

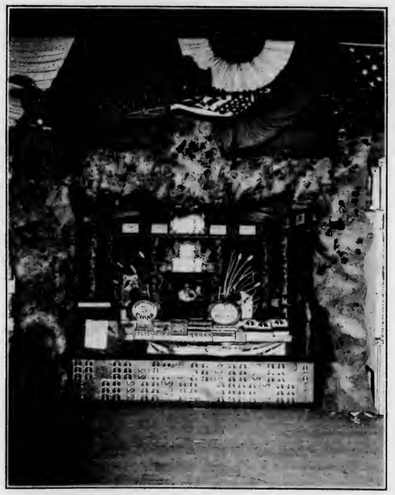
"One fellow looked me up and he was mad clear through. 'I wouldn't care if I wasn't so darned hard up,' he said, 'but this fellow gave me something I've got about eight of and can't use anyhow. It didn't cost a cent less than $10 and it's no more good to me than if it cost only ten cents, unless I choose to pawn it. And now I've got to dig down in my already depleted jeans and buy a lot of junk for him.'

"I sympathized with him, but I took his money, all the same."

* * *

WHEN a chance customer asks for "a good cigar," there is an opportunity of confusing him still more by putting down too many boxes. Ask him about what he likes, and select accordingly.

EXHIBIT OF I. LEWIS & CO. AT TOBACCO SHOW.



THIS is a picture of the display made by I. Lewis & Co , of Newark, N. J., at the Tobacco Exhibit in Grand Central Palace, New York, some time ago. The display was one of the most unique of the show and was arranged and under the charge of William Turk. At the rear of the booth was the illusion of a bodyless head of a live woman which greatly mystified the crowds. There was also an exhibit of tobacco grown in Ireland and a well arranged display of the firm's product.

mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

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Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5)

time. I've been to the office once or twice and I feel like I've had enough rest to set me going again for a long time."

He looked a little foolish as he grinned at me, but my smile was sympathetic.

"It's only human nature, old man," I said. "Most of us have got it to a certain degree. In one way it's like the fireman hanging around the firehouse on his day off. We can't throw ourselves suddenly out of our circle and expect to feel comfortable, no matter how much we may have been wanting to. It's force of habit that rules us, one way or the other. The man of regular habits can't be irregular, and he of decidedly irregular habits can't settle down. At least it's an awful wrench. Thus runs the world, sir."

THE OLD SALESMAN.

UNITED CO. IN THE NORTHWEST.

The United Cigar Stores Co. evidently intends to honeycomb the country with its branches, if such expansion can be made to pay. It is now reported by B. B. Rich, a western representative of the company, that the company will enter Portland, Seattle, Tacoma, Spokane and other principal cities in the the northwest and thoroughly test that field.

MORE ORGANIZATION.

Bowling Green, Ky., Jan. 2.

A call has been issued for a meeting of the tobacco growers of this county for the fourth Monday in January, for the purpose of effecting an organization looking towards the securing of better prices for the coming year. It is the expressed purpose to organize along the lines mapped out by similar organizations in Southwestern Kentucky and portions of Tennessee.

NATIONAL SELLING CO'S. INTERESTING CATALOGUE.

The National Selling Co., of Allentown, Pa., is preparing to get out a new catalogue illustrating a full line of smokers' novelties including scissors, clippers, ash trays, etc. In order to make this issue as complete as possible, the firm would like to receive catalogues or circulars from different concerns making such goods.

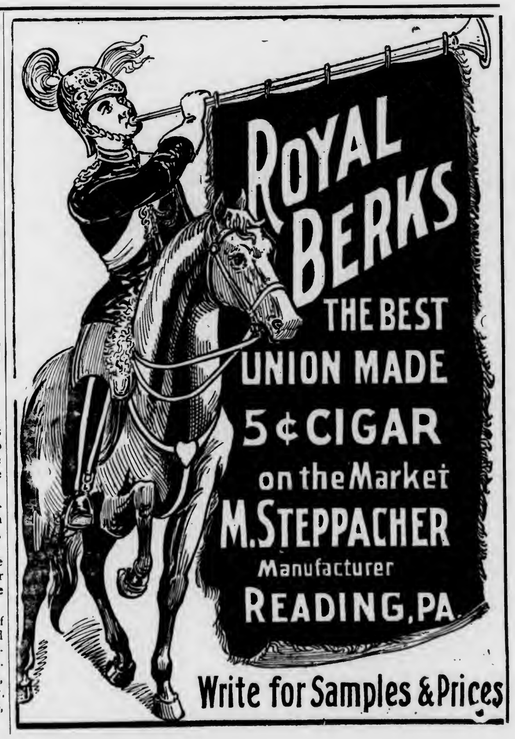
Recent Incorporations, Etc.

—The New York and Florida Tobacco Co., of N. Y., has been incorporated with a capital of $30,000, by W. P. Schmitt, Emma M. J. Schmitt and S. J. Stilwell.

—M. C. Miller, of Hartford, Conn., has filed articles of incorporation. His company will engage in the tobacco business with a capital of $50,000. The directors are Mason C. Miller, George R. Fowler and James H. Steane.

—The Harkert Cigar Co., of Davenport, Ia., has been incorporated with a capital of $25,000, by Hans Harkert, Guy Lichty and Henry Witt. The business was formerly conducted under the name of Harkert & Finch, but the latter recently disposed of his interest in the concern to Mr Harkert.

—The Bransky Cigar Company, of Baltimore, Md., for manufacturing and dealing in cigars and tobacco, was incorporated by Joseph M. Bransky, Abraham Oettinger, Henry M. Oettinger, Jacob Bransky and Simon B. Bransky. The authorized capital stock is $2,000, divided into 200 shares of $10 each.



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GLOOMY PROSPECT IN HAVANA FOR 1906.

Weather Has Continued Unfavorable and the Outlook for the Growing Crop is Very Poor. The Year Gone By Has Been Profitable to All. Prices Advanced.

Special Correspondence of The Tobacco World.]

HAVANA, Jan. 1, 1906.

While the year just gone by has been a profitable one to all people who have been engaged in the tobacco line here, the prospects for this year continue to look as gloomy as ever. Even with the change of the moon there has been no lasting improvement in the temperature. The beautiful tropical sun in winter time which makes the island of Cuba one of the finest winter resorts in the world, was not seen again last week.

While we had a day of cool weather with a northerly breeze, and hopes began to spring up again that at last the proper conditions for the tobacco crop had arrived, they were dashed to pieces by the wind veering to the south, and giving us more rain, thus making the prospects for the growing crop worse than ever.

Our Congress and the Secretary of Agriculture have been stirred up to help the poor farmers in the country, and the former will undoubtedly devote money to building roads and thus distribute money in the shape of wages to the vegueros and their help, preventing a famine among the poorer classes.

But even if the plan of the Secretary of Agriculture should be successful in raising seedlings by the end of this month or the beginning of February, it looks like a forlorn hope that this year will produce any large crop of good quality. I have seen a hand of new tobacco which indicated that there was no gum or substance in the leaf. Whether this tobacco when it has passed the sweat in the bales will be worth anything, is to me very doubtful.

That the general opinion in our market is very pessimistic has been illustrated again through heavy purchases by our local manufacturers, the couple of Northern cigar manufacturers, the few commission houses who had orders to operate for their clients and the dealers who have been speculating, firmly believing that prices are bound to reach a still higher level later on. Of course while the tobacco which has simply changed hands, cannot be said to have disappeared from our market, still the so called stocks in first hands have now dwindled to a very small figure and in my next report I expect to give a clearer statistical position of everything concerning last year's crop and stocks on hand.

Prices may be said to have advanced from 15 to 25 per cent during the last six weeks.

Sales

during the past eight days amounted to 9,522 bales in all, divided into 8,557 of Vuelta Abajo, 715 of Partido and 250 of Remedios. 3,602 bales have been bought by American buyers, or for account of the United States, while for Europe not more than 250 bales were taken out of the market, which leaves for home consumption and speculation 5,670 bales.

Buyers Come and Go.

I have not heard of a single arrival of any important buyer from the United States with the exception of Enrique Pendas, of Y. Pendas & Alvarez, of Tampa, although perhaps a few owners of buckeye shops may have come here partly on pleasure and partly to pick up a bale or two from some houses. The only buyers in town yet are Faustino Lozano, of Tampa, and C. C. Rosenberg, of Philadelphia, both of whom have been actively at work in scouring our market, securing all desirable vegas that would suit their purposes.

Havana Cigar Manufacturers

have been hampered by the humid and rainy weather during the past week, and while the majority cannot complain as far as orders are concerned, they have regretted this interruption very much, although some of them have utilized the opportunity to take stocks.

H. Upmann & Co. shipped 640,000 cigars during the past eight days, and have purchased 1,200 bales more for their famous H. Upmann factory.

Por Larranaga is doing as well as any of our independent factories since the return of Don Antonio J. Rivero, the manager, upon Wednesday last per steamer Morro Castle. He speaks in glowing terms of his trip to the States.

Partagas has devoted the whole of last week to taking stock, in order to commence the new year with flying colors.

Ramon Allones and Cruz Roja notes no letting up in the receipt of orders from everywhere, and Rabell, Costa, Vales & Co. are working under a full pressure of steam.

Sol is busy, working quite satisfactorily and orders continue to come in as regularly as ever.

Eden is said to have orders on hand for at least three months to come, and as Calixto Lopez & Co. are still holding 6,000 bales of Vuelta Abajo, the Eden factory can rely upon having a choice

ESTABLISHED 1844
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S en C

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Cable: ANDAMIRA. HABANA, CUBA.

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Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. BOX, 898. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

assortment of leaf, even if the new crop should turn out to be a complete failure.

Buying, Selling and Other Notes of Interest.

Don Manuel Lazo was a seller again last week to the extent of 2,000 bales o Vuelta Abajo. Don Manuel has sold in all 15,000 bales of the 1905 crop, which had been bought by him in the country. He has nothing left now to speak of, except from 100 to 150 bales of 1904 crop, which I hear are also as good as sold. He intends to go to Vuelta Abajo in order to be able to attend to his vegas, and he told me that if by intelligence and hard work it would be possible to raise some sort of a crop, he was going to do it yet this year. This certainly shows that while Don Manuel must have lost money in the attempt to raise a crop so far, he has not lost his grit, and is willing to spend his time and money to make another attempt.

Jose Suarez & Co. have been buying 2000 bales of Vuelta Abajo, for their customers.

Jose F. Rocha sold 800 bales of Vuelta Abajo during the past week.

P. F. Carcaba has been a buyer of 500 bales of the best Vuelta Abajo vegas he could find, and while he has been obliged to pay quite stiff prices for them, it was a case of necessity whether Garcia, Vega & Carcaba should continue to run their factories in New York and St. Augustine as heretofore, as by the recent fire they had lost their best vegas.

Bruno Diaz & Co. disposed of 700 bales of Vuelta Abajo.

Teodoro Perez has been buying quite heavily, of late, so that the Erlich Mfg. Co. should not be cramped in the supply of the Cuban leaf. With the recent purchases Don Teodoro says they will have enough stock on hand for two years to come.

Sobrinos de Antero Gonzalez closed out 687 bales of Vuelta Abajo from their holdings.

Rodriguez Bautista & Co. have been doing a big business again, and while they report only 500 bales of Vuelta Abajo and Partido as last week's deliveries, I learned from good sources that their sales have been considerably larger.

G. Salomon y Hnos, closed several transactions with local factories. Don Sol G. Salomon has not made his appearance yet, but is expected here either this or next week. I hear the New York house has been doing a very large business. Don Jose Gonzalez has at last regained his former good color, and his general health is again excellent.

J. H. Cayo e Hijo turned over 500 bales of Vuelta Abajo and Partido.

Jose Menendez went to Caimito to look over the damage done to his plantation, but previously he managed to sell 450 bales of Vuelta Abajo.

J. M. Garcia & Co. disposed of 400 bales of Vuelta Abajo.

Antonio Suarez had no trouble in finding purchasers for 300 bales of their fine Vuelta Abajo holdings.

Grau, Planas & Co. report sales of 250 bales of Remedios.

Gonzalez, Benitez & Co. closed out 200 bales of Partido.

Aixala & Co. were sellers to the extent of 190 bales of Vuelta Abajo.

Jose F. Iribarren had some purchasers to whom he sold 125 bales of Partfdo and Vuelta Abajo.

Notwithstanding the gloomy prospects, the closing days of the year 1905 were marked with festivities, foremost among which were the Christmas ball at the German club, the Holly dance at the American club, and the farewell reception given by the former United States Minister, Mr. Herbert C. Squiers, on board his yacht, the Norseman.

Receipts From the Country

	Week Ending Dec. 30. Bales	Since Jan. 1. Bales
Vuelta Abajo	738	267,569
Semi Vuelta	28	25,704
Partido	224	50,530
Matanzas	34	363
S. Clara & Remedios	2,102	120,065
Santiago de Cuba	—	5,097
Total	3,126	469,328

THE LOUISVILLE WAREHOUSE DEAL

A report from Louisville, Ky., states that the holders of the option on the controlling interest of the common stock of the Louisville Tobacco Warehouse Co. have asked for an extension of time. The original date for the expiration of the option was January 11. The heavy holders of the stock are said to oppose the extension.

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, Jan. 9, 1906.

With the retailers, trade has been rather quiet during the week, as might be expected just after the holidays. Many people either purchased or received cigars as gifts for the holidays and probably want to smoke them up first before buying more.

The cigar band craze increases in popularity and not only the manufacturers are beseiged by collectors for some of the cigar bands, but women and children are pestering the retailers for them.

I happened to be in a cigar store uptown yesterday and inside of five minutes no less than three children came in and asked for a few cigar bands. One of them, a boy about 10 years of age, wanted to buy a cent's worth of the bands probably to take home to a mother or sister who might be making one of the ash receivers.

* * *

In the leaf market there was very little doing outside of the many salesmen packing up to leave on their respective routes.

* * *

The recent offer of the United Cigar Stores for a one pound package of Bull Durham tobacco and a fifty cent pipe all for 60 cents is taking nicely. A manager of one of the United Stores in Harlem told me during the holidays he had sold over 250 pounds of this tobacco with the gratis. Many dealers have also been taking advantage of this liberal offer and have purchased considerable of the tobacco to resell in their own establishments. So large has been the business done by the United throughout the city on this deal, that no more than three pounds of the tobacco with the pipe is sold to any one customer, also every package is being stamped United Cigar Stores Co. so as to stop retailers from reselling it. The tobacco alone is worth 60 cents a pound and the retailers have been selling the pipes for 25 cents very easily.

The Union Computing Machine Co. here is selling many of its cash registers to our cigar dealers. Fred L. Fuller, the inventor of the Union Cash Register has devoted 20 years of his life to this work.

Paul H. Lederer, city and suburban representative for the Onarga Cigarette Co., has been with his firm for the past two and a half years and has worked up considerable trade on the Rivoli cigarettes, which are duplicating nicely wherever placed. Nagypte, the new 25 cent package, is already being placed in the fine hotels and cigar stands here. Bert Levyn, of the company, recently returned from a very successful Western trip.

H. Kahn, Houston street tobacconist, has been confined to his residence for the past 10 days suffering from a bad attack of rheumatism.

Simon C. Marum, wholesale tobacconist, of 144 Grand street, has made a settlement with his creditors, and the petition in bankruptcy filed against him on Nov. 16 has been dismissed. It is said the settlement was at 25 cents on the dollar. His liabilities were $46,000, to fifty creditors, the largest being J. Whitelaw & Co., here, who manufactured the Surprisers little cigars, a private brand, for Marum.

Hugo Osten, cigar dealer at 124 Bleecker street, has filed a petition in bankruptcy with liabilities of $2,897 and assets of $2,152 consisting of stock, $750; fixtures and soda water fountain $1,000; cash in bank $2, and two pictures $400. Judge Holt of the United States District Court appointed Wm. D. W. Miller receiver of the assets with a bond of $1,000. Mr. Osten has been in business since 1902.

Orient Cigar Store on Wall street is devoting one of its windows to a display of the Tampa Maid a clear Havana nickel cigar that takes nicely with the trade.

Mitchell E. Friend, son of the late Emanuel M. Friend, noted lawyer of New York, has joined the selling force of the American Tobacco Co. and leaves today on a four months trip, going directly to Memphis, Tenn., and then working his way to Frisco. Mr. Friend will represent the cigarette and tobacco branch of the A. T. Co.

Luigi Scanga, doing business as the Italian Cigar & Tobacco Co., manufacturers and dealers in cigars and tobacco, at 145 Mulberry street, made an assignment this week to A. Cagliostro for the benefit of his creditors. Mr. Scanga has been in business for the past nine years.

James A. Foley has been appointed by U. S. District Court Judge Holt, receiver in bankruptcy for Jos. Weissberger & Co., cigar and tobacco manufacturers at 235 Avenue A, against whom a petition had been filed by the following creditors, S. Monday & Son, $62; Allen Tobacco Co., $66, and Berriman Bros., $383.

Roseno Bros., the clear Havana cigar manufacturers, have secured the services of Rudolph Lederer to represent them up the State.

The United Cigar Stores Co. contemplates opening a new store on Second avenue and 86th street.

L. Goldberg, Havana importer, of 192 Pearl street, closed out a vega of 45 bales this week.

Since January 1, the United Cigar Stores has stopped issuing humidor certificates. The outstanding certificates may be redeemed up to March 31, and any customers short of the required amount may by paying the difference at the rate of 12½ cents for each certificate needed, obtain one of the humidors.

Jeffreys' Son, retailer at 95 Fulton street, is devoting one window to a display of Milo's while the other window contains various kinds of smoking mixtures exclusively.

HAVANA AROMA

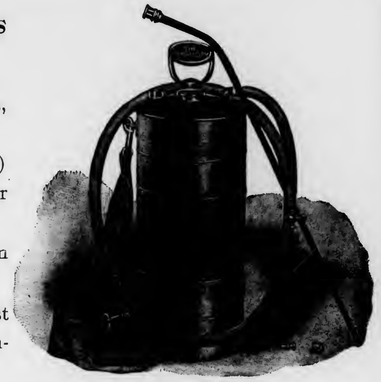
Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma.

To get best results from the use of our Havana Aroma, it is necessary to thoroughly spray the fillers.

For a limited time we will give, free, **One** (**all brass**) **Simplicity Tobacco Sprayer** with each **First Order** for One Gallon of our Havana Aroma.

Price of Havana Aroma, **$18** per gallon. One gallon **makes thirteen** gallons, when diluted with water for use.

Not more than one Sprayer to one address. Cash must accompany order, to get Sprayer free. Satisfaction guaranteed, or money refunded.



Keystone Chemical Co.
YORK, PENNA.

E. D. Scott, the uptown cigar manufacturer, was a heavy purchaser in the Havana market this week. His Iron King, for a ten cent cigar, has few equals and is gaining daily in popularity.

Joseph Friedman, leaf dealer at 128 Water street, was very busy this week sampling a lot of Zimmer he just received from Ohio. Mr. Friedman makes a practice of selling his trade tobaccos at actual weight, and further believes a manufacturer should get sound tobacco for sound money.

Joe Abrahams, the popular retailer in leaf, corner Pearl street and Maiden Lane, has been sending broadcast, advertising matter of every description, and the volume of mail orders that Joe receives daily convinces him of the fact that advertising pays better than sending salesmen on the road to get the business.

Chas. W. Salomon, of the De Florida Tobacco Co., one of our largest handlers in Florida and Georgia tobaccos, left today on another trip to Pennsylvania where he has many friends and customers. On his return home Mr. Salomon expects to start on an extended trip that will take him as far as the coast. The steady increasing demand for Florida wrappers during the past year has been marvelous, and many large factories are now working Florida wrappers who but a few years ago were prejudiced against the working qualities of this grade of tobacco.

John F. Snyder, proprietor of the cigar stand in the Hotel Cadillac, was arrested on Thursday by United States Marshall Henkel and arraigned before United States Commissioner Shields in the Federal Building on a warrant charging him with violating the internal revenue laws. Assistant Revenue Agent Moore charges that Snyder filled imported cigar boxes with cheap domestic cigars, and sold them to the retail trade. Lawyer Joel M. Marx, representing Snyder, deposited $1,000 in cash for his client's appearance.

A new corporation is that of Blakeslee-Snyder Company, of Buffalo, N. Y., to deal in cigars and tobaccos. Directors F. R. Blakeslee, J. K. Snyder and H. L. Brown.

Edward Salomon, leaf tobacco broker, leaves tomorrow on a week's trip scouring the tobacco fields of Connecticut. During the past month Mr. Salomon has done a thriving business in the new crop.

I. Menendez and S. Fernandez, Havana importers, have removed from 128 Water to 165 Pearl street.

David Kalberman, Pennsylvania salesman for Jos. Hirsch & Son, Sumatra importers, is going to Philadelphia on Tuesday. The past year was a banner year for Mr. Kalberman and he has worked up an enviable trade in the First and Ninth Districts of Pennsylvania.

Theodore Beckhardt, the wellknown traveling representative of M. Oppenheimer, 191 Pearl street, has been in his firm's employ for the past 25 years. Mr. Beckhardt is comparatively a young man and has the nerve that makes successful salesmen. His past year's business exceeded that of any previous year's work and he looks to outshine his past record during the new year.

(Concluded on page 20)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Hazgill."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ELIOT SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1881 Incorporated 1902

—THE—

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, JANUARY 10, 1906

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE PHILIPPINE BILL.

The bill to knock the tariff off Philippine tobacco is before the House and has received more or less debate for a week. At this writing, the antagonists of the measure have not received much of a show but it is expected they will be heard from later.

There seems to be more or less of a mix up, as everyone seems to have a large ax to grind and it is impossible to say what the outcome will be, although predictions are free that the bill will be passed.

There is at least the satisfaction of knowing that the tobacco trade has not abated one jot from its firm stand against the cut, and has in no way been gulled by the sophistry which certain statesmen have poured out to the trade.

If the tobacco people don't know their own business best it is hard to say who does, and when, in addition to knowing their own business, they have publicly shown why they know it, it is rather hard that their arguments are wasted on those who are too prejudiced to want to appreciate them.

ANOTHER GOOD JOKE IS DEAD.

Our women are becoming entirely too sophisticated. They are robbing us of our time-honored jokes. Jokes that we have dug up at regular periods and carefully dusted off are no longer available, and it is all the fault of this new and unholy wisdom which our wives and sweethearts have gathered.

Retail cigar dealers report that during the holidays just past, among their most exacting customers were women. That they had to give their customers ironclad assurances that the cigars or cigarettes sold were all right and fit for any gentlemen to smoke.

Where has gone the shrinking timidty or the gushing ignorance of the young lady in the cigar store? Has it been shamed from her, or is it part of the general sophistication of which we spoke? What is there left us to poke fun at, if the fair ones insist on doing reasonable things in a reasonable way?

We know of one case where a husband, congratulating his wife on her cleverness in buying him really smokable cigars and adding that most women would have purchased scullions, was electrified when she replied:

"Any woman who would buy a man cigars as bad as you were smoking around here during election, would be a disgrace to her sex!"

May be it's the coupons. Since they found out about the little certificates that can be turned into cut glass and various things to stick around the house, the feminine mind has turned more on tobacco smoke. But another good joke has gone to its rest, and it cannot be said that for every good joke that dies, another is born. All the jokes have been out of the box for a long time.

IT is quite possible that the Tobacco Exposition in Madison Square Garden, New York, for the holding of which in September a company has just been incorporated, will be fully as popular and successful as any of the varied "shows" for which that building is famous.

The exhibition will be arranged more particularly for the public than the two shows held heretofore, and in addition to being picturesque and spectacular, will have the air of taking the visitor behind the scenes of the trade. Representatives of every stage in the development of a cigar, beginning with the growing plant, will be made and there is a wide chance for it to be made very interesting.

It is advertised that there will also be considerable other entertainment of a nature to please a fickle crowd and satisfy it that its admission fee was justly charged. In short, it is evidently intended to give the exposition more of a theatric nature than was the one in Philadelphia or the last one in Grand Central Palace.

This being the case, the affair stands a good chance of being successful for the reason that the New York public has been educated up to these Garden shows and likes them. Probably no other city would pay the heavy expenses of such a show. At the same time, when the promoters of the affair have carried it to a satisfactorily prosperous termination they will deserve much credit.

THE TOBACCO TRADE IN PHILADELPHIA.

Here and There With the Retailers

Business seemed a little better with the retailers this week although the sudden cold showed a tendency to depress the market. The box trade is still slow and dealers can't tell when it will pick up. There are a few new brands to be seen on the market, but none has caught on to the extent of attracting general attention. Little cigars are still selling well.

D. H. Steele, a dealer at 608 South Fifteenth street, has sold his place to S. Schoenfeld, and opened a store at Twenty first and Mifflin streets.

Charles Dougherty, who conducts a retail store at 1524 Market street, will remove shortly.

A number of traveling salesmen were visiting the trade during the week, starting on their first trip this year. They expect things to be quiet for a while.

I. Lowengrund reports a good business at his Tenth and Chestnut streets store where he continues to attract attention for his well arranged windows.

There was a squabble over the store at the northwest corner of Third and Chestnut streets which failed twice as a cigar location, the dispute being started by a number of business men in the vicinity who did not want the place to be used as a saloon. On the strength of the protest the license was finally refused. The place is having a hard time.

The United Stores did a good Christmas business and the manager of the stores states that his trade has swelled greatly during 1905. The new stores on Market street, for which leases were secured some time ago, will be opened up as rapidly as possible.

Jos. Way says business is brisking up again for the new year at his stores.

With Manufacturers and Jobbers.

The local factories are going along again pretty well and while not rushed, have as many orders as could be expected at this season of the year. Some of the salesmen have been out long enough to send in a few orders, although it is still a little quiet. Many manufacturers are keeping a sharp eye out for leaf but in every case find prices firm and choice limited.

The office buildings are being canvassed pretty thoroughly just now by small cigarette manufacturers who appeal to the desired customer with the argument that they not only make the cigarette to order and to suit the customer's individual taste, but by not having to advertise or sell through the jobber, can do it much cheaper. These fellows apparently do a very good business.

Geo. W. Newman, late of the dissolved firm of Young & Newman, leaf dealers, has bought an interest in El Draco Mfg. Co., and will act as one of its outside representatives. Mr. Newman is now going over the stock and preparing his samples, and will soon start for the West. Mr. Newman is one of the best known salesmen on the road, and while he has lately worked with leaf, he gained considerable experience as a cigar salesman in former years. Mr. Newman has many friends in the trade who all wish him well in his new venture.

H. C. Ellis, of Arthur Hagen & Co., entertained all the employes of his company at his home 2319 Green street. This is a regular custom and the affair was very enjoyable.

George E. Spotz, president of the Theobald & Oppenheimer Co., who has been ill for several weeks, was able to attend the banquet given by the firm at the Hotel Majestic last week to the factory foremen and department heads. The dinner was a great success, and everyone was glad to see that Mr. Spotz had practically recovered.

Le Compte, Dusel & Goodloe, Chestnut street jobbers, are making out well with the Anna Held and Principe de Gales brands which they are putting much work on.

Vetterlein Bros. report prospects the best for the new year and a satisfactory balance on last year. The firm's southern trade is in splendid condition.

The local Turkish cigarette manufacturers report the demand for that class of smoking to have increased during the past year.

Leaf Dealers' Jottings.

There were some shoppers in the leaf market during the week and some business was done. There are plenty who are obliged to buy leaf very soon, and while they don't look very cheerful over the prices quoted they will have to accept them. There is quite a little leaf being held by Philadelphia dealers, who are naturally prepared to let it go only at stiff prices, but the market will not be as slow starting off as it was last year for the reason that there is so much more demand. The dealers seem pretty generally to be satisfied with profits last year.

George Burghard, who was knocked down and seriously injured by a horse some time ago, is to be seen at his office again, and says he is little the worse for wear. Everyone is glad to see Mr. Burghard around again. He says 1905 was a satisfactory year.

H. Dolinsky & Co. have arrived in their new quarters at 147 North Third street, in which they expect to do more business than ever this year.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

The young firm of Philipp J. Kolb & Co. is starting the new year with excellent prospects and a good line of custom.

B. Labe & Sons have commenced their campaign for the new year. Jacob Labe has started West for his first 1906 trip, Irwin is preparing to go to his Canadian territory and Sydney is up the State. This concern is one of the well stocked ones in the local market.

The Amsterdam Sumatra Co., which is one of the younger firms of the street, is happy to be able to report steady progress and a very good year.

A number of leaf salesmen along the street are preparing to make their first trip for the new year.

C. E. Robison, formerly with L. G. Haeussermann & Sons, is now connected with Philipp J. Kolb & Co., and will canvass the first district of Pennsylvania.

S. Strauss, well known in the trade as a leaf salesman, has connected himself with L. G. Haeussermann & Sons and has started on his first trip. His work will be principally in the coal regions.

This Building For Rent.

Located at Stevens, Lancaster county, Pa. Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna. 1-10-t

TRADE BANQUET IN LANCASTER.

Leaf Tobacco Men Spend a Pleasant Evening and Fare Sumptuously.

The Lancaster Leaf Tobacco Board of Trade held it first banquet on Saturday evening at the rooms of the Hamilton Club, in that city. About fifty members of the Board of Trade and a few invited guests were present. The banquet room had been beautifully decorated for the occasion and several enjoyable hours were spent around the table, the excellent menu served by caterer Payne being thoroughly appreciated.

President J. Gust Zook acted as toast master and toasts were responded to by Joseph Goldberg, William DeHaven, Harry Ryder, E. M. Cohn, I. H. Weaver, A. B. Hess and Chas. E Long. During the evening a concert was given by the Columbia Phonograph Company.

The Committee of Arrangements consisted of A. B. Hess, J. Gust Zook, C. E. Long and C. W. Bitner.

WISCONSIN LEAF BEING SORTED.

Janesville, Wis., Jan. 6.

By the commencement of work in the assorting rooms of the L. B. Carle & Son warehouse at the corner of North Franklin and West Bluff streets, the season for the handling of the 1905 tobacco has been opened. Forty girls are laboring today and this number will have been materially increased by Monday morning. The force is to be enlarged steadily and by the middle of the month the factory will be running with a full quota of hands.

It is is expected that all other warehouses, where any handling will be done this winter, will be busied with the year's work by the same time, though no others have as yet begun. Reports from the growing districts show that practically all tobacco was brought into case last week and the work of stripping goes merrily on. Some few crops have already been delivered, but the general reception of leaf at the warehouses of both Janesville and Edgerton will not commence until next week.

E. J. HIMMELBERGER W. J. NOLL

HIMMELBERGER & NOLL

Manufacturers of

High Grade Cigars

Robesonia, Pa.

Factory No. 701, First District of Pennsylvania.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of **Baltimore, Md.**

F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
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Makers of the
BACHELOR CIGAR
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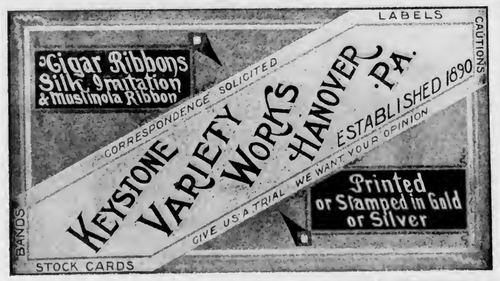
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO — BRANCHES — SAN FRANCISCO

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

HE BELIEVES SPECIAL BRANDS ARE DEALER'S SALVATION.

Philadelphia, Jan. 8.

Editor Tobacco World:

In your paper of last week I noticed an article taken from a London trade paper advising, among other things, that the dealer work up a number of special brands. I want to say that under circumstances where this can be worked, I think it is a good idea.

I have tried it with success and while my location is a particularly good one for such a purpose, I believe that it could be done pretty generally. I should very much like to hear from other dealers who may have tried it, either successfully or not; some of the latter class I might be able to help with suggestions from my experience, and I would be glad to

At one time I sold a line of goods which made me merely the jobber's agent. When I ran short of something, I would send an order around to the jobber, and if he had the goods to let me have I got them, and my customers got them. If he didn't I had to wait. I had hardly a brand in the store that wasn't so popular that I was glad to get it, for I never was much of a hand for trying new brands when the salesmen came around with their tempting offers.

My store is in a half residence and half business neighborhood, so that I have my regular customers that I know well. I got to thinking about it one day, and I realized that I was entirely at the mercy of the manufacturer or the jobber, and if they cared to shut me off I would be helpless. I wouldn't have any business at all, and might as well shut up shop.

I thought it over and then made up my mind that I would gradually work up a business that would be entirely my own, on which I could count through thick and thin. I have made cigars myself, and I knew a little about tobacco, so I figured out a nice smoke that I thought would suit my average customers as well if not better than what they had been smoking.

I got my brand registered, and took the order to a small manufacturer who was glad to get the business and willing to make me what I wanted. I got the goods up in a neat little package, and when I got them in the store, I treated all those I thought would like them to a free smoke.

"That's my own manufacture," I said, "and it's the result of studying the tastes of you gentleman for a long time. If it isn't right, I don't know what I'm talking about."

It seemed to suit and a lot of my customers began to buy them. The cigar cost me just as much, perhaps a little more, than most of the other cigars I was retailing at the same price, but I knew that every customer I won was my own, and would be likely to buy more cigars of me than before, because he'd know he couldn't get that brand anywhere else.

That was the start of it, and I gradually got two or three other brands to suit other fellows of different tastes, and when I got so I could give the manufacturer bigger orders, of course the cigars cost me less. I always got my customers to give the cigars a fair trial on their merits, and while some preferred to go on smoking their old brands, most of them liked the new smoke and began to buy it.

Then I got a cigarette out under my own name and pushed it good and hard until I had enough of sale on it to guarantee steady orders, and I'm getting ready to get out a smoking tobacco which I know I can get on the market.

The best part of it is that some other dealers have come to me and offered to handle one or two of the brands, because some of my customers have moved into their neighborhood and cracked the smoke up so that they thought they'd like to handle it.

That gives me the advantages of the manufacturer, the jobber and the retailer, and if I can switch my stock around so I control the best part of it, I don't have to fear competition. Of course a dealer who depended largely on his transient trade could never do it, but in cases like mine I think it would always be practicable. I'd like to hear from other dealers about it anyway. Yours truly,

KTN.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

WANTED—Every cigar manufacturer to know that I am selling light Sumatra and Connecticut wrappers cheaper than any other house in the country, in lots of one pound or more. Send for sample pound. J. H. SPERA,
1-10-a Ephrata, Pa.

PACKER FOREMAN, thoroughly experienced, open to engagement; best of reference. Address FOREMAN, Box 71, care of The Tobacco World, Philada.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

PHILIPPINE BILL BEING DEBATED IN THE HOUSE.

So Far Those in Favor of the Reduction of the Dingley Rate Have Had the Floor, with the Exception of Cassell, of Pennsylvania, Who Makes Stirring Speech for American Tobacco Growers.

Washington, D. C., Dec. 9.

The Philippine bill came up for discussion in the House, last Thursday, when Chairman Payne, of the Ways and Means Committee, explained the measure and assured Republicans that they need have no fear that its provisions would have any ill effect on the tobacco and sugar industry.

The Pennsylvania delegation showed itself active in opposing the bill, Representative Cassell, of Lancaster, taking the lead. The latter is prepared to offer amendments providing for a less reduction than is proposed, and these amendments will be supported by a strong following.

In trying to exonerate the bill, Mr. Payne emphasized the "beneficent purposes" of the measure. The revenue collected under it, he said, was needed in the Philippines for schools and internal improvements.

Representative Champ Clark spoke in favor of the bill, on Friday, and expressed great surprise at the fears of the tobacco and sugar interests. The Ways and Means Committee, he said, had been informed by sworn statements that every acre in the Philippines would be planted in tobacco and by the sugar people that these same acres would be planted in sugar. It all reminded him of draw poker or the game of ducks and drakes. He did not blame the beet sugar people for working against the bill, but said they were seven years behind. They should have blocked the admission of Hawaii and her free sugar. "That is the price we paid to coddle the Hawaiians into a frame of mind in which we could swallow them—and," he continued, "we are now preparing to do the same great anaconda act with Cuba." Mr. Clark, in closing, predicted that the frank discussion of the tariff, which he believed would result from the consideration of the present bill, would be of great benefit to the country.

Mr. Lawrence, of Massachusetts, made a speech, on Saturday, in favor of tariff revision; and on Monday, when district legislation was laid aside and the Philippine bill taken up, Mr. Sullivan of Massachusetts, said that he had been somewhat astonished to hear a tariff revision speech from a member from Massachusetts. The fact was observed, Mr. Sullivan said, that among the people of his State there was, regardless of party, a universal demand for tariff revision. The reduced Republican majority at the last election was an exhibit to that effect. Republican leaders, he said, were making efforts to relieve the pressure upon them by making such concessions as were forced upon them, at the same time "standing pat" as much as they dared to. He contended that Mr. Payne, in charge of the pending bill, had succeeded absolutely in showing that there was no necessity for protecting American labor.

"Then," inquired Mr. Weeks, of Massachusetts, "does the gentleman contend that American labor needs no protection?"

Mr. C. B. Landis, of Indiana, asked if he understood aright that in levying a tariff the gentleman would do so only with reference to revenue.

Mr. Sullivan replied it would be entirely proper for any party in power to take into consideration American labor, if it could be shown, and clearly shown, that there was need for protection.

On Tuesday, Representative Cassell, of Pennsylvania, made a strong speech against the bill, on behalf of his constituents in Lancaster county, who raise 25,000,000 pounds of tobacco annually.

Mr. Cassell's speech was one of the most outspoken yet heard from the Republican side in opposition to the Philippine bill, and it was listened to with close attention by his colleagues. He dissented very vigorously from the views expressed by Mr. Payne, of New York, the Republican leader and chairman of the Ways and Means Committee, as to the effect on the American tobacco producing industry of admitting Philippine tobacco into the United States at 25 per cent. of the Dingley rate of duty.

Mr. Payne, in his opening speech on the Philippine bill, had scouted the claim that American industries would be adversely affected by the passage of the bill. With this position Mr. Cassell took direct issue, and predicted that the great tobacco industry of his district, as well as of the remainder of the United States, would be endangered if the bill passed in its present form reducing the duty on Philippine tobacco and sugar to 25 per cent. of the Dingley rate, and wiping out all duties on all other commodities at once, and providing in addition for free admission of tobacco and sugar from the Philippines after April 10, 1909.

Finally Mr. Cassell gave notice that when the proper time came in the consideration of the bill he would offer amendments fixing the rate on tobacco and sugar at 50 instead of 25 per cent of the Dingley rate and wiping out the provision for free admission of those commodities after April, 1909.

Then Mr. Cassell startled the House by making the announcement of his position on the question of cutting loose from the Philippines.

"Failing to secure these changes in the bill," he said, "I shall move to add a provision that on April 10, 1909, the President shall surrender the government of the islands to the people thereof."

This was the most radical expression of Republican opposition to the programme of the House leaders yet heard, but the indications are it will have little effect in obstructing the course of the Philippine bill to final passage by the House. The indications tonight are that not more than 25 Republicans will unite with the Democrats in voting to put Mr. Cassell's amendment cutting loose from the Philippines on the bill. The whole strength of the Republican opposition to the bill is now placed at about the above figures, as the insurgents have been badly demoralized by the threats and blandishments of the leaders in the last two days. The leaders are confident the insurgents will give them very little additional trouble, especially as it is impossible for the insurgents to make an effective combination with the Democrats. A small number of the latter are willing to enter any sort of an arrangement to kill the Philippine bill.

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LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
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JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
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244 ARCH ST., PHILADELPHIA
Phones: Keystone, Main 273; Bell, Market 234

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Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

This Will
Appear Only Once
To give some one a chance to purchase a Cigar Business all ready to start operations at short notice. First trip over route is good for twenty to twenty-five thousand cigars a week. . . Consisting of Leaf Tobacco, Stripped Stock, Molds, Furniture and Fixtures, Unstamped Cigars, Labels and Registered Brands, popular for 25 years; no good will added. Will sell for the sum of $6,000; $2,000 down, balance in six years with good security. Good location in town of 8,000 inhabitants. Surroundings large; cheap rent and a bargain for some active hustler or two. I am going into other business at once. Want to hear from only those that mean business. Address
H., Box 72,
Care of THE TOBACCO WORLD, Philadelphia, Pa.

E. ROSENWALD & BRO.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
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La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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GEO. SCHLEGEL
138 & 140 CENTRE ST.
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MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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Philadelph Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

EVERYTHING RIGHT IN BOSTON.

Weather Good, Trade Satisfactory and All Are Cheerful.

Boston, Mass., Jan. 8.

A week of satisfactory business has marked the new year in all branches of the tobacco trade. The weather was all that could be wished for, considering the time of the year, and as every dealer had odds and ends left over from last year displayed in his windows, and at attractive prices, the bargain hunters were numerous.

The manufacturers have already started to work upon orders for the new year and their salesmen have left town and are scouring the New England States for new trade.

Ralph Lewis, traveling salesman for Durlach Bros., manufacturers of high grade Porto Rico cigars, was in town this week visiting the trade and introducing their new brands.

The American Tobacco Co. has issued circulars to the trade offering a new drop shipment deal thus: with every order of ninety six pounds of Sledge 16 oz. will be given a six pound box of Sledge gratis, and with every 120 pound order five pounds Dukes' Mixture gratis; also, until further notice, they will pack gratis 50 Mecca cigarettes free with every 500 carton of Hassen cigarettes—a 5 cent cork tip.

Robbins & Rortman have recently added a full line of Havana cigars of E. Kline, of New York. This firm enjoys a fine box trade, many of its customers being merchants in the neighborhood.

An unprecedented stand in the matter of smoking has been taken by the local Cigar Makers' Union. According to a vote passed by the union any member of the organization found guilty of smoking a cigarette will be fined $5 for each offence. The new rule was taken, it is said, to protect the sick benefit fund. An investigation by the sick committee showed that of the members who drew benefits, the cigarette smokers were in the majority. It was also argued that more death claims were paid to families of cigarette smokers, than to families of men who have not been addicted to the habit. The members of the union are permitted to smoke pipes or cigars, the rule only applying to paper cigarettes.

The Norma Cigar Co., which operates two stores in this city, one being on Federal street, the other on Water street, report that the concern is enjoying a fine trade. This firm will no doubt be the coming cigar house of this city. The Federal street store is one of the finest fitted up stores in town, the store being built with the finest of golden quartered oak, wall cases and along the length of the store handsome silent salesmen show cases. The manager, I. Buttonmaker, is a man of many years' experience and is considered a pipe expert.

J. Rabinowich, of Causway street, has recently made extensive alterations and has fitted up a fine cigar stand, but his main line will be cigarettes.

To surprise their friends as they told Dr. H. M. Warren, the hotel chaplin of New York City, Harry Cushman Brown, of Boston, an employe of one of largest jobbers here, and Miss Laura H. Pike, of a nearby town, went to New York City on Christmas morning and were married by Dr. Warren, at his home, No. 48 West 94th street.

After the ceremony the whole party went to the Hotel Severence where the bridegroom ordered a wedding supper. "Now remember," were his last words to Dr. Warren, "this is just a little surprise for our friends. We are going to stay in New York a few more days and then return to Boston where we shall make our home."

Central Union, a 5 cent cut plug, the manufacture of the United States Tobacco Co., is reported by the trade as a big seller. This package has had the biggest success of any independent piece of goods ever introduced to the trade and their Idle Horn, a 10 cent sliced plug, is gaining great headway daily on the New England market.

N. Alfowich, of the Alfonette Cigar Co., has just returned from a short visit to the metropolis.

The United Cigar Stores Co. is offering to its customers Nestor cigarettes for 18 cents a package, also 10 green certificates free with every package of 50 Mogul cigarettes at 60 cents.

At the expiration of his lease H. E. Lombard, a dealer who has for many years done business on Court street, has been forced to vacate and the building is being torn down to make room for a modern business block.

F. H. Swick, has just returned from a visit to his firm's headquarters and has brought with him their new 15 cent cigarette, Oxford, a very neat package, going to the trade at $10.

The manufacturers of the Menashi cigarettes are distributing to the retail trade some very artistic plaster paris statues, designed by their representative E. J. Mulligan, who has much talent in that direction. ALFO.

CONVENTION OF CIGAR DEALERS' ASSOCIATION.

The Cigar Dealers' Association of America will hold its annual convention in Chicago commencing on January 16. Delegates are expected to be present from the various branches of the association, and new officers will be elected. Matters of interest to the independent dealers will be discussed, including the coupon question.

There has been more or less criticism made during the past year of the apathy shown by a great many members, and this question will probably be dealt with.

H. S. Hartman
Lanc., Pa.
Makes
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Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
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They Please All Tastes
Always Uniform and Reliable

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of Cigars, LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
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T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader WEALTH PRODUCER Fine Cigars
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Special Lines for the Jobbing Trade.
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PRINTERS OF ARTISTIC CIGAR LABELS
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Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

NEW YORK TOBACCO NEWS.

(Concluded from page 13)

Brandes Bros., liquor dealers on East 42d street, have worked up considerable retail cigar trade since they started the cigar department about three years and a half ago. The success is mainly due to the pushing and ambitious ways of the genial John H. Poggenburg who manages this department. Many brands are offered under their own label and titles. Commuter a cut plug smoking mixture made by the Surbrug Co. for Brandes Bros. and put up in 1⅔, 3⅓, 8, and 16 oz. tins, is taking hold nicely. B. B. Havana Whiffs, 10 for 25 cents and Commuter, 10 for 12 cents, are their leaders in short smokes. In clear Havana cigars, La Flor de Martinez, in 19 sizes, sell well, as also do the following brands: El Rayo and La Flor de Sanchez y Haya. The La Petit Cigar Co's Hotel Specials clear Havana cigars packed in 8oths at 50 cents a box are favorites with many of the commuters.

W. W. St. John, retailer, corner of 42d street and Lex avenue, is pushing the sale of Larus Bros.' Co's Edgeworth and Qboid, two fine brands of smoking tobacco.

Harry Lissman, manager of the United Cigar Store opposite Proctor's Harlem Theatre, reports business being excellent during the holiday season. Mr. Lissman has been with the United for some years and owing to his ability has gradually been promoted to his present position. His pleasing manner and up to date methods have enabled him to build up a good steady trade in that locality and he has the full confidence of his employers.

S. J. Freedman, of Chas. S. Morris & Co., has left for the Coast after spending the holidays in New York.

R. A. Bachia, whose factory was destroyed by fire recently, has opened up new quarters at 83 Walker street, and is now ready to fill all orders on his various brands of popular smokes.

• • •

NEW JERSEY NOTES.

Newark.

I. Lewin, of the Lewin Tobacco Co., was recently married and contemplates moving to Newark, this week, with his bride, to make his home here. The Lewin Tobacco Co. has been exceptionally busy during the holiday season. Dan Sully and Lovera's Havana seconds are their leading brands of cigars.

Simon Reigel Cigar Co. was taking stock on Wednesday. They claimed to have had a good year. Their salesmen are out on the road once more, sending in orders

Newman Brothers Tobacco Co. have added some new fixtures to their establishment. They are also doing a retail business, in connection with their wholesale trade. Their leading brands of cigars are, St. Regis, Nonico, Carlos, Murias y la Tampa, clear Havanas, and Landfield Bros. Red Oval and Kara.

A representative of the Lowell Buffington Tobacco Co., Covington, Ky., has been doing considerable missionary work around town on Blue Light, a two and one-half ounce package of Long Cut.

Allen & Dunning Co., of Patterson, N. J., are also making an effort to get their Aroma, Long Cut, on this market and are giving, gratis, four packages with every five pounds purchased.

J. Levison, of Levison Bros., the New York pipe manufacturers, succeeded in getting eleven orders here, on Wednesday. Mr. Levison says the cigar stores here sold many pipes during the holdays; a handsome increase over previous years.

Cigar firms should be very careful when using old cases for shipping purposes, to see there are no marks on same. A case of cigars was recently shipped by a Baltimore firm to Rosner Bros., the Market street cigarists, and on the case was marked the word drugs, the case having been previously used for that purpose. When it reached Rosner Bros. they refused to receive same, claiming they were not buying drugs by the case, so the express company put same in storage, and then quite a delay and additional expense resulted.

TROUBLE OVER CROP PRICES

Some Farmers Repudiate Early Deals at Lower Figures

Lancaster, Pa., Jan. 9.

It has been remarkably quiet in local leaf circles during the past week, and the final tallying up of stock sheets consumes the major portion of the leaf man's time, although, perhaps by reason of the comparatively small stocks in hand, it did not take as long as it usually does.

The general conditions in the leaf trade are none too good, for the simple reason that several large concerns purchased so heavily of the new crop, and at such very high prices, that a great many of our packers secured little, and some none at all, of the new goods.

Lancaster county has been thoroughly scoured in quest of old goods, and practically none now remain in the market, certainly not among country packers, whose stocks have been entirely cleaned out.

Delivery of the new crop has begun in earnest, and with it troubles have also begun for both packer and owner. Already an instance is on record in which the United Cigar Manufacturers have instituted legal proceedings against two growers to recover damages as the result of a loss alleged to have been suffered by the growers' failure to deliver their crops to the agent of the plaintiffs, who claims to have purchased them at a certain price, but that the defendants were subsequently induced to sell to other people at a supposedly higher figure. The action has been brought to have the court establish the legal status of their contract..

The internal revenue reports for 1905

KEYSTONE RESWEATING TOBACCO WORKS,
JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Packers and Dealers in
Largest Plant in the State LEAF TOBACCO We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
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J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
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PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
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J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

CHASKEL'S
HAVANA
Cigar and Tobacco Flavors
CHASKEL'S RELIABLE CIGAR & TOBACCO FLAVORS. BEST AND GOES FARTHEST.
SPANISH BETUNE,
MATADOR and La VUELTA
Our Flavors Surpass All Others in STRENGTH ar NATURAL AROMA. Write for particulars.
Chaskel Chemical Works
265 West Broadway
NEW YORK

are showing us some interesting figures. During the month of December there was an output in the Ninth District of 64,435,290 cigars, which is an increase over December, 1904, of 3 640,000. During the calendar year ending Dec. 31, 1905, the output of cigars in the Ninth Internal Revenue District of Pennsylvania was 782,572,540, the largest since the creation of the district, and it is also believed to have been the greatest output on record of any district in the United States.

It is said that the United Cigar Manufacturers, through Morris Levy, their local representative, had promised to some farmers whose crops he had con tracted for, that in the event of a rise in the market price, his company would pay more, and that they have made good their promises. On the other hand, they are also making an object lesson of those farmers who violated their end of the understanding, by refusal to deliver the goods on account of the rise in prices.

FACTORIES BUSY IN READING

Have Plenty of Oders on File For the New Year.

Reading, Pa., Jan. 8.

The Reading trade has started out on the new year very auspiciously, most of the larger factories having orders on hand for considerable quantities of goods, and in most instances sufficient to keep them in full operation for some weeks.

John G. Spatz, J. G. Spatz & Co., states that their sales in 1905 were the most satisfactory on record, and further more that not the least encouraging is the fact that the demand has been run ning strongly for their high grade seed and Havana goods, of which the Heidelberg brand is one of the latest, and yet has already attracted the attention of all the old customers of the house, many of whom are now handling this product in large quantities.

With the Fleck Cigar Co. it was the biggest year on record. The assiduous work of Charles Fleck, head of the house, and Daniel Fleck, one of the junior members, who do a large portion of the firm's road work is telling its own story. During the past year Dan Fleck has covered more territory than ever before, and it must be gratifying to him to know that his sales for the year were correspondingly larger.

E. E. Kahler is also well pleased with the results of the year's business, and certainly appears to have no kick coming, aside from the fact that the tremendous advance on the prices of raw material is liable to lessen the margin of profit on cigars without any possible chance of a material advance in prices. This is a perfectly natural and foregone conclusion.

Several new factories have been opened in this city recently, one of them by H. D. Fassnacht, who has procured a license to manufacture cigars at 404 Schuylkill avenue.

Ex postmaster Charles M. Petree, of Womelsdorf, has also taken out a license for cigar manufacturing purposes.

William J. Noll, of Robesonia, has associated with him in the cigar manu facturing business, a Mr. Himmelburger, and the business will hereafter be conducted under the firm name of Himmelburger & Noll.

Henry Heyman's Sons, at Sinking Spring, are showing remarkably good progress, during the past few months, and during that time have added to their list of customers several desirable new accounts.

The cigar businesses of H. C. Long & Co. and J. B. Long, at Lebanon, are being consolidated. A charter has been applied for and will undoubtedly be granted by February 1, under the name of J. D. Long & Bros., Inc. The new business enterprise will be under the management of H. C. Long, as president and general manager; George W. Long, secretary, who will also take charge of the working forces, and J. D. Long, treasurer, who will also represent the firm on the road. Theodore Kobler, a well known broker, of Portland, Ore., is doing some excellent work on this firm's goods in his section.

Charles A. Oberly, of Lebanon, has removed his cigar factory from 224 South Fifth street to Eighth and Scull streets, and has installed an up to date retail department.

YORK CO. HAS MADE A RECORD.

More Cigars Put Out in 1905 Than Ever Before.

York, Pa., Jan. 8.

The York county manufacturers are highly elated by the fact that they have established an unprecdented record for 1905 in the matter of output. It is estimated that fully one-half of the products of the Ninth Internal Revenue District is made in York county and the output having been 782,572,540 cigars, this county would have credit for 391,286,270 on an exact division.

The new year is starting in quite nicely with a majority of the manufacturers in this section, and the leaf trade also has nothing to complain of except the scarcity of goods.

D. H. G. Beecher, a well known manufacturer, of this city, is thoroughly en joying the fact that during 1905 the product of his factory aggregated a larger sale than during any previous year of his old established business.

The Penn Cigar Co., which is located in the building formerly occupied by H. W. Heffener, as a cigar box factory, contemplates placing upon the market at an early date, a new scrap tobacco product.

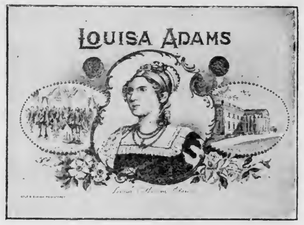
George W. McGuigan, a wealthy cigar manufacturer, of Red Lion, has been quite prominently identified with several real estate transactions of late. Mr McGuigan is thoroughly enthused with a Greater Red Lion, and has perhaps done as much if not more than any other cigar manufacturer of this prominent cigar town for the town's welfare.

During the past month the licenses granted to new factories were as follows: Frank Olewiler, Red Lion; Irvenia Knisely, Red Lion; Amos Arnold, Red Lion; W. C. Blessing, Hellam; Magie M. Thomas, York; Susan L. Jackson, Dallastown; Frank Smith, Red Lion; Calvin Kline, Wrightsville; R. F. D. No. 1; David F. Mussslman, Hanover; Mary L. Knisely, Red Lion; Charles Rawhouser, Red Lion; and Claude Cohn, Red Lion.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
Cigars
Correspondence invited with the Wholesale & Jobbing Trade only



W. R. DAUGHERTY & BRO.
Manufacturers of

Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn
Cable Address "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Geo. Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

MAY BECOME INTERNATIONAL.

The Feud in the Southern Tobacco Fields Has Excited Italy.

The following, taken from a fairly prominent daily paper, opens up large possibilities for the Southern tobacco growers' problem, and if the prediction were verified, the latter would doubtless be perfectly satisfied, as they have been trying for a long time to get their case into Washington. The article reads:

"The feud between the tobacco growers in the dark tobacco districts of Kentucky and Tennessee and the buyers for the Italian and other foreign governments, has, it is believed in Washington, become a matter for diplomatic consideration. For some years past things have not been running very smoothly in the tobacco sections. The growers of this class of tobacco have been keyed up to a high pitch of indignation against the foreign buyers, as the result of agitation on the part of various associations which have been formed for the purpose of controlling the output.

"Certain capitalists have had an eye on the possibility of making considerable money out of the tobacco crop, should they be successful in getting the growers into line in a scheme to sell the tobacco through a company organized by them. On two different occasions this effort has failed, for the reason that a considerable number of the growers have no faith in such movements and are content with the prices they receive for their tobacco. The growers have been constantly told that the foreign buyers have got them by the throat in the matter of fixing the prices, and will dictate to them in this regard as long as they see they have a chance to do so.

"All this agitation against the buyers has resulted in many unwarranted and outrageous attacks upon the property of buyers, to say nothing of the numerous threats against the lives of the buyers. Not long ago a factory was burned by desperadoes who are believed to be incensed against the buyers. People on passenger trains have been held up and threatened with their lives if they sell tobacco to any body connected with any corporation.

"The Italian government is understood to have presented the matter to our government in a mild but firm manner, complaining that a great deal of its tobacco, which has been bought from the growers in this country and stored prior to its shipment to Italy, is being destroyed by the wanton attacks which have been made of late. W. T. Dunnington, who is the buyer for the Italian government of the tobacco purchased in this country for the Italian monopoly, was recently in Washington in regard to the matter. It is reported that he saw Secretary Root, of the State Department, and presented a formal complaint on behalf of his government against the outrages that have been committed on the property of Italy."

Leaf Tobacco Markets.

CONNECTICUT VALLEY

In assorting the 1905 crop the work is being pushed to the capacity limit of the shops, every sorting table being used, and the sorters expected to turn out every pound possible, the pay being for day work instead of by the pound. Meyer & Mendlesohn started their sweat room at North Hatfield the first day of the year, to catch some of the early birds with sweat goods of the new crop as soon as possible. The sweat room holds about 325 cases, and the sooner they can get the new goods upon the market the sooner they will relieve some of the strain upon cigar making material.

Our correspondents write:

Suffield, Ct.: "Recent sales of tobacco are C. E. Haskins and James Smith to E. A. & W. F. Fuller, of Hartford; Mrs. Anna Halladay and W. E. Cooney to W. J. Gabb; Arthur Wood and Fred Scott to L. B. Hass & Co., Hartford; Charles O Brien to J. C. Buschman, of Westfield; H. D. Hastings to Bissell, of Suffield; Charles A. Proot to E. A. Hathaway & Co. of Suffield; Carl Cooper and Thos Burke to Kutinsky, Adler & Co., New York; James McCarl, about 5 acres at 17c to W. J. Gabb, of Bloomfield; Lew s

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

WM STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S. OHMIT
W. E. KRAFT
East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

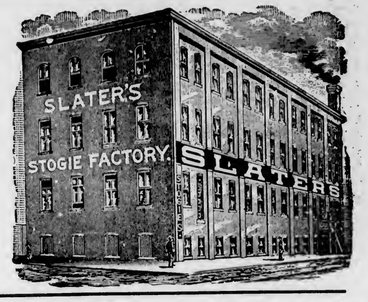
A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.
Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Le Droit Building, WASHINGTON, D. C.
CORRESPONDENCE SOLICITED.

Cook to Hass & Co., Hartford. Enfield has two large plants for sorting tobacco, employing about one hundred hands, and announcement is made that Levy & Co, of New York, have leased a large brick building in Enfield for the purpose of sorting and packing tobacco. It is expected that work will start next week with about forty hands. Tobacco buyers are busy looking for the tobacco that is not sold. Charles Wright sold his tobacco for 16c. One neighbor has an extra crop and holds it at 20c, and doubtless he will get it. The crop was put in late and cured fine."

Agwam, Mass.: "There have been several sales of tobacco here recently. Frank Pomeroy, three acres at 12c; Albert E. Belden, 8 acres at 11c, to Fuller & Halladay, of Suffield; M. Ahl, three acres at 8c; McVeigh, three acres at 10½c. All theses were pole sweated."

Westfield, Ct.: "Not much doing in the line of tobacco. The report is that two parties out in Griswoldville have sold to Griswold, of West Hartford. Price not known. We are waiting for buyers."

Conway, Mass.: "I report the sale of one crop of tobacco. J. B. Packard sold five acres at 12c. Only two or three lots remain unsold now in this vicinity. It weighs well this year; some report one ton to the acre, while one reported twelve tons from ten acres. I think they must have been pretty large acres."

North Hatfield, Mass.: "I report the sale of fourteen acres by O. Belden & Sons at 18c. This tobacco was sorted and probably has been cased."—American Cultivator.

EDGERTON, WIS.

The deliveries of the new crop have commenced to arrive at the packing points in sufficient quantities to warrant the opening of the warehouses and the starting of the season's work of handling. Andrew Jenson, McIntosh Bros. and Conway & Hubbell have commenced sorting during the week, and next week will see the warehouses of the United Cigar Manufacturers, the American Tobacco Co., Bamberger, Childs & Spitzner, Meyer & Mendelsohn and Culton filled with a busy crowd of tobacco handlers and the season well established.

The tobacco so far received at local warehouses is coming in very satisfactory packing condition and but little shed damage is found, hence no great amount of trouble is anticipated in the delivery of the crop grown in the southern growing districts.

Trading in cured leaf is fast becoming a thing of the past and transactions few and far between. W. T. Pomeroy & Co. report the sale of a car load of 1900 for the week. S. & Chambers, the sole tobacco dealer of Milton Junction, closed out recently the last of his old leaf to Detroit parties.

At Janesville, the most important transaction of the week is the purchase of 650 cases of old leaf by S. L Johns from local packers. L. B. Carle & Son have started the season's work of warehouse handling.

More casing weather during the week has probably given growers a chance to remove the balance of their hanging tobacco and stripping now will become general until the crop is delivered.

Shipments, 500 cases.—Reporter.

Business Changes, Fires, Etc.

Connecticut

Hartford—John C Bogue, cigars, etc, sold out

Illinois

Chicago—David Creekmur, cigars, etc, out of business

Indiana

Fort Wayne—Pony Cigar Co, mfrs (not inc) incorporated under same name

Indianapolis—C F Meyer & Bro, wholesale and retail cigars and tobacco, sold out——Washington I Poole, cigars and poolroom, chattel mtge $200

Iowa

Denison — Otto Christian, Jr, cigars, chattel mtge, $1,100

Massachusetts

Boston—Richard Brandt, cigar mfr, dead

Michigan

Constantine—L A Strohm, cigar mfr, deed, $1,050

Minnesota

Virginia—Mulligan & McGuirk, cigar mfr, Arthur McGuirk, dead

Pennsylvania

Philadelphia—Frishmuth Bros & Co, tobacco mfrs, J C Whitney Frishmuth, Jr, admitted to firm

Utah

Ogden—F L Bradley, cigars, creditors in possession

Washington

Bellingham—Leonard & Baer, cigars, etc, succeeded by J L Leonard

Spokane—Togas & Lazarus, cigar mfrs, suit for dissolution

Wisconsin

Appleton—The B Lyons Co, tobacco, incorporated by M Lyons, W L Lyons and B Lyons; capital, $5,000

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS
EMBOSSING

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

We're Tobacco Doctors We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Havana Tobacco Ferment

Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.

You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the **Pure** leaf for your cigars.

Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and gums.
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the **Pure Leaf** and **Best Part** of it.
It gives a thoroughly clean leaf.

Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanallin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works
EDWIN G. ECKERT, Proprietor J. L. HOLLAND, York, Pa., Special Representative
HANOVER, PENNA.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars
Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five Banded
Distributors Wanted Everywhere

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

OUR WHOLESALE AND RETAIL STORE

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars. No Salesmen. Communicate with Factory.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

NAVY CONTRACT LET.

May be Protest Against Award for Department Tobacco.

Washington, D. C., Dec. 29.

In all probability the contract for 150,000 pounds of tobacco for the navy department will be given during the next week.

About the middle of November bids were received from a number of tobacco manufacturers in different cities who desired to supply the necessary amount to the navy. These bidders were: Allen Bros Tobacco Company, Butler & Bosher, R. A. Patterson Tobacco Company, Rucker & Witten, Larus Bros., United States Tobacco Company, Manhattan Supply Company and Clark & Co.

The usual custom in buying tobacco was followed and the samples were at once sent, without name, to the Brooklyn navy yard, in order that they might be given a thorough test by the board of examiners there and also by the yard chemist. These tests have been in progress now for some time and it is the opinion of the navy department that the work of the board will soon be finised and the names of the successful bidders announced.

Last spring, when a similar award was made, there was much protesting by some of the interested bidders by reason of the fact that Butler & Bosher, of Richmond, to whom the contract was awarded, were said to be in the tobacco trust. A hearing was had before the Secretary of the Navy, with the result that the award was allowed to stand.

It is assumed that a similar protest will be made when the forthcoming bidders are announced, if i. is believed that they are in any way connected with the trust.

THE CROP IN SWEDEN.

American Consul Makes Favorable Report of That Tobacco.

Washington, D. C., Dec. 29.

Consul Bergh, of Gottenborg, reports that the tobacco crop in the province of Skane is now harvested and has yielded a very good result. At several places there has been obtained even up to 1,000 kilos (2,204 pounds) "large goods," and 100 kilos (220,46 pounds) "sand goods" per tunnland (1,22 acres), which is considered very good. The price of the tobacco has been from 65 to 70 ore per kilo (7.8 to 8.6 cents per pound) for large goods, and 45 ore per kilo (5.4 cents per pound) for the other kind. The gross income has been 700 to 800 kronor ($187.60 to $214.40) per tunnland, which is considerably more than the profit from any grain or root crop. In the year 1903 the quantity of tobacco raised in Sweden was 7,739 decitons, or about 15,234 hundred-weight. The same year the import of tobacco (leaves and stems) amounted to 3,894,298 kilos (76,659 hundred-weight), and it is estimated that the import of raw tobacco during the year 1904 was 3,487,000 kilos (68,642 hundred-weight.

GREAT INDEPENDENT MOVEMENT IN CHICAGO.

Independent Tobacco Company of America, Capitalized at $500,000, Comprises 2,000 Retailers and is to Embrace all Branches of the Trade. I. Latzar, Well Known Leaf Man, at the Head.

Chicago, Ill., Dec. 30.

A strong independent movement is on foot, of which the nucleus is in Chicago, in charge of I. Latzar, well known in leaf circles, and which is the result of a year of planning and securing two thousand retail dealers of Chicago as subscribers to the enterprise now culminated in the formation of the Independent Tobacco Company, of America, capitalized at $500,000 with leave to increase.

The undertaking is described as the practical and profitable cooperation of all forces, growers of tobacco, manufacturers of cigars and tobaccos, wholesale and retail dealers, and persons or firms directly or indirectly connected with the tobacco trade, together with consumers, all to be holders of profit sharing certificates in the enterprise.

The following data has been issued concerning the organization:

Name of Corporation—Independent Tobacco Company of America.

Object—To manufacture, job and sell tobacco in all its forms.

Capital Stock—$500,000 with leave to increase.

The Amount of Each Share—2,500 common stock certificates at $100 per certificate; 25,000 profit sharing certificates at $10 per certificate.

Total number of shares 27,500.

The capital stock of this company shall be $500,000 and shall be divided into two classes:

$250,000 of such stock shall be issued in certificates of the denomination of $100 each, and $250,000 of such stock shall be issued in certificates of $10 each.

The $10 stock certificates shall be issued only to the trustee or trustees hereinafter provided for and shall be held by such trustee or trustees only upon the terms hereinafter set forth.

Such $10 stock certificates shall not be transferable and shall not be entitled to any representation at any meeting of the stockholders of this company.

One or more trustees shall be appointed by the Board of Directors of this company who shall hold one $10 certificate of stock for each profit sharing certificate issued by this company as hereinafter provided.

Any dividends declared on the stock of this company shall be paid by such trustee in proportion to the number of $10 certificates held by it.

Such trustee or trustees shall pay, on demand to the rightful and original owner of a profit sharing certificate his proportionate share of any dividend in the hands of such trustee.

The president of the company is authorized to issue and sell profit sharing certificate at the price of $10 each in the following form, but limiting the number to no more than five certificates to any single person or firm:

The certificate entitles the original and rightful holder hereof whose signature is filed with the Co., (or his or her heirs) to the proportionate annual dividends accruing thereto from the net profits of the total annual business of the Independent Tobacco Company of America.

The holder agrees to transfer same only to the Independent Tobacco Company of America at its par value ten dollars plus the proportionate dividend accruing thereto at the date of transfer and upon 90 days previous written notice to the company's office at Chicago.

Such certificates shall only be issued to retail and wholesale tobacco dealers, to growers of tobacco, to packers of tobacco, to importers and dealers in leaf tobacco, to manufacturers of cigars and tobacco, to manufacturers of cigar and tobacco boxes, and cigar and tobacco labels, to manufacturers and dealers in smoker's articles, to manufacturers and dealers in any ingredients or materials other than leaf used in the manufacture of tobaccos, to employes of any and all of the aforesaid, to employes of this company, to any person or firm engaged in and directly or indirectly connected with the tobacco trade at large, and to consumers of tobaccos and cigars made only by independent manufacturers, none of whom is affiliated or connected in any way with any trust or combination, or any subsidiary company of such trust or combination.

This company reserves to its Board of Directors its common law right if it shall at any time determine that any stockholder or holder of a profit sharing certificate is antagonistic to the interests of the company to call in and cancel the stock or profit sharing certificate held by such person and pay therefor the par value thereof plus accrued dividends to the time of such recall.

"The articles of incorporation and by-laws speak for themselves," said Mr. Latzar when questioned on the subject.

"Any monopoly can be beaten at its own game by practical cooperation of those who are not on the inside of such a monopoly, if honestly and properly directed.

"All monopolies are founded on the principle of practical cooperation with the difference that the results therefrom are diverted for the benefit of the few against the many.

"Nothing is gained by sentimental talk against monopolies and when such talk is directed against any specific monopoly it only advertises the products and wares of such monopoly.

"The time and energy wasted in talking against the tobacco monopoly, by all persons who are arrayed against it, can be profitably employed in talking for independent made goods in which all these persons have a personal interest in accordance with our plan.

"Thus an army of active and earnest advertisers is created which beats all the bill board advertising in the world, because every person talks for his or her own pocket book and they all are talking for the benefit of each other.

"The moral support to any enterprise constitutes 5 per cent of its success but practical support coupled with a financial interest in same, however small, constitutes the remaining 95 per cent of its success.

"Dealers and consumers of tobaccos and cigars unknowingly often act in the interest of the very monopoly against which they shout but if properly directed through their own cooperative efforts and the efforts of all others interested in the same industry, they will soon learn how to act for their own benefit and for the benefit of all those interested with them.

"The immense profits realized by the tobacco monopoly in the manufacture of smoking and plug tobaccos enables them to carry on the war for the missing link of a complete monopoly, the cigar end.

"Therefore the manufacturer of cigars and the exclusive dealer in cigars as well as the grower, importer and jobber of cigar leaf tobacco are as much interested in the Independent Tobacco Company of America as the dealer in manufactured tobaccos and the grower of the leaf used in same.

"It requires some one to make known the combined strength of all those interested against a monopoly and then to direct that combined strength properly.

"No tobacco monopoly however large could drive all those interested against it as it does now, if they knew their own combined strength.

"We have succeeded in proving to two thousand dealers of Chicago what their combined strength would amount to and we will prove the same to hundreds of thousands more."

TRUST BUYS LAND.

Closes a Deal for 182,000 Acres in Southwest Texas.

Austin, Tex., Dec. 29.

Paul Brown, of St. Louis, managing director of the American Tobacco Co., has closed a deal on behalf of himself and associates for the purchase of 182,000 acres of land in southwest Texas. The land was bought from the New York & Texas Land Co., a Gould corporation. The consideration is not publicly known. It is reported that the lands will be used for growing tobacco.

TOLEDO CONCERN INCREASES CAPITAL.

The J. F. Zahm Tobacco Company, Toledo, has increased its capital stock from $100,000 to $150,000. Some time ago the company made a number of additions to its plant, which is located on Council street, in order to provide more room for its rapidly expanding business. The warehouse was greatly extended and a two story addition, 50x120 feet erected. To provide more working capital for this new business is the reason assigned for the change in the company's charter.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
1642-44 N. ELEVENTH. ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE RETAILERS IN LONDON.

From time to time I have taken up the independent retailer and his problem in this column and have tried to suggest some way out of it for him. While the conditions in this country are not precisely similar to those in England the same general situation is existent and the Old Salesman takes pleasure in stepping aside this week to give place to the following interesting article in the last issue of the Tobacco Weekly Journal printed in London.

The writer of it believes that the tobacconist should make up his own trade from special goods as largely as he may and so have something to give his establishment an individuality. The article first deals with the idea of trade organizations:

"We have of late published some conflicting opinions of well informed contributors on the subject of trade organization. Some are for a big and ambitious federation of all the existing associations representing all sectional interests. Others are opposed to this idea as quixotic, and they say local associations of the various sections are the only organizations which can hold together and work harmoniously. However that may be, one indisputable point of agreement emerges from the conflict of opinion—namely, that it is in the best interests of the trade—of those who are in the combine and those who are 'on their own'—that the retailers should be more independent than they are in the conduct of their trade.

"As time goes on, the tobacconist's shop is becoming more and more a 'tied house,' and the tobacconist instead of being an intelligent and independent trader is tending to become a mere automation. Mechanically he obeys orders from the big manufacturers; mechanically he handles the packets of proprietary articles, taking the prescribed profit. This, it is felt by many, is demoralizing—and it is in this discipline which is the paralyzing force making trade organization the futile thing it is.

"It is useless surely to talk of trade organization among a body of 'penny-in-the-slot' retailers! They are forced to stock certain big manufacturers' proprietary articles, because a giganic system of advertising has created a public demand for them. They are driven by their masters to sell this or that, and to be comparatively exclusive in their dealings.

"If the retailer continues to be the short sighted and servile automaton that he so often is nowadays, the monopoly will become absolute, and when that time arrives it will fall of its own weight. So long as the absolute freedom of the retailer to buy and sell what he likes and where he likes is recognized and protected, so long will healthy trade conditions and prosperity for the manufacturers and the small retailers be assured. We will then have the intelligent men carrying on the retail trade, and the interests of the smokers safeguarded.

"It is the duty, therefore, of the retailers—who collectively are more powerful than the most powerful manufacturers—to determine that monopoly shall not become absolute, that freedom and 'live and let live' shall be maintained. How is this to be done? An open demonstration of their independence seems out of the question. It was vainly attempted by members of the 'Alliance' when the 'Alliance brands' were put upon the market. The 'tied house' tobacconist was afraid of his masters, and would not openly associate himself with a fighting organization. In the fight with the great manufacturers, it was a foregone conclusion who would come off second best. It may be assumed, therefore, militant organization, unless directed against the revenue and the Chancellor, is doomed to failure.

"Moreover, it is not fair to the 'combine' to resort to fighting or boycotting tactics. The 'combine' is an example of splendid business management, which is as free from the faults of the 'trust' system generally, as any similar concern in the world. The 'combine, is not an enemy of the retailer, but monopoly is his enemy and their enemy as well, since it is an unsound and unnatural condition of trading.

"The retailer, who, from the craven fear of being spotted as 'independent,' denies a share of his trade, to the smaller manufacturers, is tightening the bonds which bind him to the system which is making for monopoly. It is the retailers' shortsightedness which is responsible for

(Concluded on page 7).

FOLDING PAPER BOXES
For Packing
Cigars ....
Cigarettes
Clippings
Edwards & Docker Co.
16-18 N. 5th St.--PHILADA.--501-503 Commerce St.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.
Pathfinder
W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE retailer will do well to follow all the advertising that is being done by manufacturers and other dealers nowadays, as it is better advertising than ever before and more of it is being done. A goodly proportion of the advertisers have put their advertising into the hands of experts, and their statements and arguments are presented in a lucid and convincing manner.

Many retailers advertise in the papers, with more or less frequency, and sooner or later all the large dealers will be obliged to. Portions of advertisements will be reprinted on this page occasionally, and when advisable, criticism will be offered, the idea being to instill in the retailer what should generally be brought out in his "copy" and what would merely be waste of space.

The American Cigar Company recently printed a half-page ad. in the New York papers which contained some good arguments for the five cent cigar as against the ten. New York consumers haven't much faith in the five cent cigar, but more of them are being sold now, and it is possible that price smoke may have a future in the metropolis.

Of course, part of the ad. is specific for the American Cigar Co., and for a particular cigar, but it is interesting on general principles. It starts off with a big black headline: "A square deal for every cigar smoker. $300,000,000 is spent for cigars annually." Then follows:

"You are paying your part of this $300,000,000.

"Where such a stupendous amount of money is involved, isn't it worth thinking twice about whether you are getting the best value for your money?

"You have kept on paying 10 cents for cigars that under proper manufacturing conditions should not cost you more than half as much.

"Is that a Square Deal?

"How much longer are you going to put up with it?

"Isn't your part of the $300,000,000 a year worth more consideration by the manufacturer and by the dealer? Why don't you demand some guarantee of reliable quality?

"Why Should You take Chances?

"You should not allow your prejudice or your indifference to interfere with your getting the best cigars you can possibly buy for your money. You cannot afford to ignore the better quality that is yours if you ask for and demand it.

"You can get as good a cigar to day for a nickel as you could get five years ago for a dime. Whatever price you pay, you can get honest smoking values, if you go the right way about it."

The American Cigar Company then says about itself:

"Guided by the combined knowledge of the greatest cigar manufacturers in Cuba and the United States, the American Cigar Company set about to perfect new and better processes in cigar manufacture and to provide an equipment that would bring about the much needed improvement in cigar quality without increase in cost.

"Thus, with the knowledge of what to do, and with the capital, equipment and disposition to do it, the American Cigar Company is to day manufacturing cigars that are in every way better than any other cigars offered to the public."

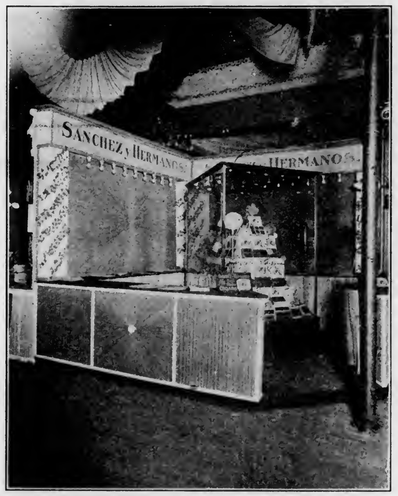
The last paragraph is the sort of a statement that is a mistake in any ad. Don't claim the best in the world. It is often made in advertising and it is doubtful if it ever convinced anybody. No one expects to get more than adequate value for his money, no matter what he is buying, because he knows that business firms are not philanthropic institutions. Make your argument show why your goods are valuable, and convince the reader by those statements alone. A man claiming himself the wisest in the world would get little attention if he gave no demonstration of his wisdom. The following, taken from a separate ad. of the New Cremo, is more on the "reason why" order:

"You cannot mistake the improved quality of the new Cremo 'Victoria'—it is evident in the first few puffs.

"No matter what your favorite smoke may be—smoke the new Cremo tomorrow, if only to find out how good a cigar can now be bought for 5c.

"The New Cremo 'Victoria' is a demonstration of the improved quality made possible by the American Cigar Company's new scientific system of manufacture.

"Within the last few years the American Cigar Company, by applying processes never before attemped, in the culture and development of tobacco, have completely revolutionized the methods of cigar making—guess work has given way to certainty and a wonderful improvement in quality is the result."



Sanchez y Hermanos' New York Display.

The above cut shows the neat display made by this firm at the New York Tobacco Show in Grand Central Palace. The exhibit was well prepared and attracted favorable attention.

"THIS is the time of the swear off," said a Market street dealer, the other day, "but I don't believe it makes much difference to any cigar store.

"The fellows who are always making up their minds to give up smoking are an amusing lot. The very great majority of them are always making up their minds to quit, and that's all; they never get any further.

"One of my customers, now a testy old chap, to whom I've been selling cigars for nearly a quarter of a century, has been swearing every time he came in here for a box of his brand during all that time that it was positively to be his last box.

"'When I smoke up this box, I'll be through with the infernal weed forever,' he always declares, whacking his cane down on the counter. 'It's all blamed foolish, this smoking business, when you begin to analyze it, and I'm going to stop it. A man that can't control such an idiotic appetite as smoking hasn't got any right to live. I'd quit right now and not buy this box, but there are some fellows visiting at my house and, of course, I've got to smoke along with them.'

"The 'fellows at his house' was only one of his thousand and one excuses.

"Of the men who really do make the stab at quitting, I should say that about one in ten really sticks it out. The nine others backslide sooner or later.

"'When I quit,' one of them said to me not long ago, 'I bully and hector and abuse my wife and children, and impose upon my employes, and go up and downtown every day with a chip on my shoulder, waiting for somebody to step on my toes so's I can take a try at knocking his block off, and am a nuisance in general to myself and to everybody else. Gimme two boxes of my old brand, and gimme 'em quick!'

"I have actually had the wives of several of my periodically quitting customers drop in upon me here for the purpose of asking me to jolly their husbands into beginning to smoke again. They've told me that their men folks were unendurable around their homes without their smokes, and that there was no living with the tobaccoless ones.

"Some men with the tobacco quitting hunch try to quit by tapering off, but that scheme isn't of much account. The man on a reduced tobacco allowance is just about as miserable as the fellow who's chucked smoking altogether, and the chap who finds that tobacco is really injuring him ought to adopt the only genuine way, and that is to quit absolutely, without any tapering off or fiddling around.

"As a matter of straight fact, however, a lot of fellows get these tobacco quitting hunches who are not being damaged by the tobacco habit at all. Their ills proceed from other causes, such as overeating and bolting their food, especially their luncheons, and overdrinking, too; and when they begin to lose their edge from these or any other causes they promptly attribute all of their mean feeling to tobacco and work themselves into a hectic flush over the injuriousness of the weed."

SMOKE CIGARS BY MACHINE.

SMOKING cigars by machinery is the latest innovation of the Agricultural Department. Some leaves, said to be worthless for smoking, were sent to the Department for testing. Secretary Wilson did not care to try the stubborn weed himself, so the machine was rigged up. A jet of water is so arranged as to cause a vacuum in a glass tube, in one end of which the cigar is placed. When the cigar is lighted and the jet started, the device smokes like a human being. Six cigars can be smoked at a time, and by this method it is possible for the experts to compare the merits of the various brands.

THE prediction is that this will be a good cigarette year, so the dealers who want to get in on the ground floor will do well to use that form of smoke extensively in their window displays, to demonstrate that the store is headquarters for cigarettes.

One Never Argues

about change, charges or money paid on account in a store where a National Cash Register is used

A cash register means much to the customer. It is a bookkeeper, inspector and cashier, and watches the merchant and his clerks to prevent errors and mistakes that may mean loss to customers. That's why the merchant has it

Merchants are invited to visit N. C. R. factory or send for representative who will explain N. C. R. systems

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5)

the great number of independent firms of manufacturers being extinguished in recent years. Again, the question forces itself, what can the retailer do? We have seen the futility of open and so-called independent organization. Without any fuss or defiance, the retailer, individually, can do one thing to make absolute monopoly impossible. He can quietly give a share of his trade to those independent manufacturers who give him equal value. He must ask them, however, to reciprocate his support by advertising more than they do in order to create a big public demand for their brands."

"Lastly, there is one other thing he can do which, while affording bread and butter to the independent manufacturer, will, at the same time, tend to make him more independent of any class of manufacturers. Let him pay attention to loose tobaccos. Behind his counter, the careful and painstaking tobacconist, with some hints from the manufacturer, can supply customers with the finest mixtures in the world—and these being his own—will not, like proprietary packets be obtainable elsewhere, and the smoker fancying them must come to him again. It is due to the carelessness of the tobacconist that the big manufacturers have captured his customers. By cultivating loose tobacco trade and advertising it in his district, the tobacconist can make a trade which is indisputably his own. He will find a new interest in his business if he quietly drops a part of the automatic business of selling proprietary articles, and caters on his own account for the smokers' requirements. Loose tobaccos are not the exclusive property of any manufacturers, however eminent. They are to be had of the very finest and choicest quality from any of the independent houses of repute, or if the firms in the 'combine' supply better value, let him deal with them. Let there be no suspicion of boycotting or undue preferences to any one class. Let there be a fair field, and no favor. We are sure this is all the independent houses would ask. A larger share of the tobacconist's loose tobacco trade would help the independent manufacturers to keep their position. It would make 'monopoly' impossible, and above all it would raise the character of the retailer's part in the tobacco trade."

TRUST PLANT IN PHILADELPHIA.

Richmond Man will Have Charge of New Cigarette Factory.

Richmond, Va., January 2.

It is reported in local tobacco circles that the American Tobacco Company has about completed arrangements for opening a mammoth cigarette and tobacco manufacturing plant in Philadelphia. The reason given is that girls are scarce in the South, and the trust is going to locate where girls are plentiful and their services low priced.

In this connection it is said that R. L. Dunston, head of the all tobacco cigarette department of the Allen & Ginter branch, in Richmond, will go to the Quaker City to take charge as general superintendent of the new factory. John Waldon, at present head of the paper-covered cigarette department here, is said to be slated to succeed Mr. Dunston and Hunter Howard, formerly receiving clerk in the Allen & Ginter branch, is to succeed Mr. Waldon in charge of the white cigarette department.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
PHILADELPHIA.
Our Retail Department is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET UNEXPECTIVELY ACTIVE.

The Rains in the Vuelta Abajo Have Done Much Harm and Make a Close Prediction of the Crop Impossible. Eager Demand for what is in the Market.

Special Correspondence of The Tobacco World.]

HAVANA, Dec. 26, 1905.

Business during the week has been far more active than most people dared to expect, but as there seems no longer to be any doubt that at the very outside we may only have half an average crop, some of our large dealers have commenced buying quite extensively, and this, combined with a few dealers from the United States and our local manufacturers, has swelled the total sales to quite a respectable figure.

The excessive rains, however, from the 19th instant to the 21st, in the Vuelta Abajo, have done more damage than ever, washing out all possible gum from the leaves of the newly grown up plants, and tearing out of the ground the new plantings as well as the young seedlings. The daily papers have awakened to the situation, and are advocating that the government should help the planters and small farmers in their efforts to raise a crop, before more hardship befalls the poor vegueros. Several Senators have called a caucus to devise ways and means to better the situation, and therefore, if all efforts should prove futile, the blame can only be cast upon the weather.

I have heard it stated that if seed were now sown it would be the beginning of February before the young seedling could be ready for transplanting, and it would be the end of March or the beginning of April before any cutting could be done. The usual heavy January dews and morning mists are fatal to the seed beds as a rule, as they often produce insects which eat up the tender leaves and kill the young plants. Still, with all these drawbacks, and counting upon an extraordinarily favorable season, not more than half a crop could be raised.

It is said, that the little tobacco which may have withstood all the previous disasters may perhaps turn out to be a poor quality and eventually not burn easily.

Holders of the 1905 crop are naturally very firm, and are asking higher figures from week to week, thus checking any rampant speculation among our dealers, although the majority feel convinced that during the coming month not only will the market have advanced but, virtually speaking, all that remains in first hands will be sold to our local manufacturers, as well as to those from the United States and to the American dealers who have to carry stocks to supply their customers all through the year.

Sales

total 10,218 bales, or divided into 8,661 of Vuelta Abajo, 370 of Partido and 1,187 bales of Remedios. For the United States market 3,217 bales were purchased. For European 803, and by the local dealers and manufacturers, 6,198 bales.

Buyers Come and Go.

Arrivals.—C. C. Rosenberg, of El Provedo cigar factory, Tallahassee and Philadelphia.

Departures:—Wm. H. Yocum for Reading; Louis and Aleck Goldschmidt and Emil Auerback for New York.

Havana Cigar Manufacturers

are even busier than they expected to be towards the end of the year, as the demand from the United States and Great Britain keeps up, and Germany is sending fresh orders by cable, owing to the expected increase in her tariff on cigars and tobacco.

H. Upmann & Co. shipped 485,000 cigars last week, and continue to be very busy in their H. Upmann factory, as they are loaded up with orders.

Por Larranaga is working with full forces on good orders from the United States and London. Don Antonio J. Rivero is expected to return here this week.

Partagas has some very high priced orders to execute for Austria, besides the steady demand for the United States, England and Australia. From Germany Cifuentes, Fernandez & Co. received lately urgent cable orders.

Ramon Allones y Cruz Roja received the official letter, signed by the Prime Minister of the Khedive, appointing Rabell, Costa, Vales & Co. as purveyors to his Highness the Khedive of Egypt. The factory is fully occupied in executing orders for all parts of the globe.

Sol is working very actively on orders still unfilled, and at the same time new orders are coming forward like clockwork, to the entire satisfaction of Behrens & Co.

Eden is busy all the time, having steady customers all over the world.

Buying, Selling and Other Notes of Interest.

Jorge y P. Castaneda were heavy buyers this week, as I learned that they had purchased 3,000 bales of Vuelta Abajo leaf in the interest of their customers.

Don Manuel Lazo was the heaviest

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Candido Obeso Gregorio Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
Packers and Importers of Vuelta Abajo, Partido and Remedios
Havana Tobacco
165 Front Street, New York
HABANA OFFICE: Neptuno St. 172. Deposito: San Ambrosio Stores.

E. A. CALVES, & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

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FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

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Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

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Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
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Habana, Cuba Cable: "Antero"

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Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken — Telephone 6146
199 Manrique — HAVANA

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Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Cable: CAMORNS Habana, Cuba

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 — HABANA

Bruno Diaz — B. DIAZ & CO. — R. Rodrigues
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

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JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
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Packers and Exporters of Havana Leaf Tobacco
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Special attention paid to tobacco suitable for the American market.

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Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
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SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

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POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero, MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374, HAVANA, Cuba.
Cable Address: Larranaga, Havana
A B C 4th and 5th edition.
Codes used: Lieber's Standard (Ed. Espanola)
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
Representatives and Agents in all the Great Cities of the World.
Sole Agent for the U. S.: C. BARRON TAYLOR, 95 Broad St., New York.

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Packers, Growers and Dealers in LEAF TOBACCO
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LEAF TOBACCO and CIGARS,
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Leaf Tobacco Warehouse,
MONTE 199,
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142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

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VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
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Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

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Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 593. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

seller this week, as he closed out 2,500 bales of his Vuelta Abajo holdings, the major part of which he said he felt honored in having sold to the firm of Jorge y P. Castaneda.

Wm. H. Yocum is said to have purchased nearly 2,000 bales of Vuelta Abajo and Remedios.

Suarez Hnos. disposed of 1,300 bales of their fine escojida of Vuelta Abajo.

Louis Goldschmidt and his son Aleck were quite extensive buyers, as they secured fully 800 bales of various kinds of leaf.

Sobrinos de A. Gonzalez sold 850 bales of Vuelta Abajo to Northern buyers and local manufacturers.

Emil Auerbach was a buyer of 800 bales of all kinds of choice growths.

Muniz Hnos. & Co. turned over 550 bales of Vuelta Abajo during the past eight days.

H. Upmann & Co. purchased 1,200 bales of Vuelta Abajo for their factory and on commission for their customers.

B. Diaz & Co. disposed of 500 bales of Vuelta Abajo from their holdings.

Leslie Pantin has bought 1,194 bales during the past week, while his purchases during the month of December sum up nearly 4,000 bales, and he has shipped this year over 16,000 bales.

Perez, Obeso & Co. were sellers to the extent of 450 bales of Vuelta Abajo.

Mark A. Pollack is still very busy, having continually orders on hand to be filled during the absence of his customers.

Loeb-Nunez Havana Co. closed out 400 bales of Remedios from their holdings.

Rz. Bautista & Co. have made quite a number of sales, but as the bales were not examined they prefer to wait until the coming week to report the exact quantity sold.

J. M. Garcia & Co. turned over 325 bales of Vuelta Abajo, and are still in treaty upon more vegas.

Faustino Lozano has been a heavy purchaser of fine Vuelta Abajo vegas from the lowland section, and has secured some 2,000 bales in order to keep his factory at Tampa fully supplied for the next eighteen months and to make himself perfectly independent of whatever the 1906 crop might produce. If there should be any good satisfactory vegas later on to be had, he would purchase more, and if not, he need not touch a single leaf.

Grau, Planas & Co. sold 300 bales of Remedios.

A. M. Calzada returned this week from Tampa, earlier than he had expected to, but he made no mistake, as he concluded several sales amounting to 277 bales of Remedios and Vuelta Abajo in all.

G. Salomon y Hnos. closed several trades, summing up 256 bales of Vuelta Abajo, during the past week. Sol. G. Salomon is not expected here until after New Year's Day.

Jose Menendez was a seller to the tune of 250 bales of Vuelta Abajo.

Jose H. Cayro e hijo disposed of 240 bales Vuelta Abajo and Partido leaf.

Aixala & Co. turned over 200 bales of Vuelta Abajo to local manufacturers.

Jose F. Rocha sold 200 bales of Vuelta Abajo last week.

Sobrs. de V. Diaz made one sale of 100 bales of Vuelta Abajo to a Northern buyer.

Receipts From the Country

	Week Ending Dec. 23 Bales	Since Jan. 1. Bales
Vuelta Abajo	648	266,831
Semi Vuelta	123	25,676
Partido	146	50,306
Matanzas	10	329
S. Clara & Remedios	715	117,963
Santiago de Cuba	—	5,097
Total	1,642	466,202

AMERICAN CIGAR CO. WILL ENLARGE ITS RICHMOND BRANCH.

Richmond, Va., Jan. 2.

The American Cigar Company will enlarge its Whitlock branch at Twenty-third and Cary streets, by building an annex on the southeast corner of Twenty-third and Main streets. The Main street property was recently bought by the American Tobacco Company.

The Company will build a three-story brick building which will be used as a storage and box shop. The box department of the Cary street building will be removed to the annex, so that there will be more room for the manufacture of cigars.

—The Day and Night Tobacco Company has filed plans for its new five story building on Bayswater near Sixth street, Cincinnati. It will cost $50,000.

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

IMPORTERS AND PACKERS OF LEAF TOBACCO
OFFICES: DETROIT, MICH. ROTTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE, NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, Jan. 2, 1906.

The retailers had a good week's business and although many were tired out and almost "all in" from want of rest, they were satisfied, as the receipts certainly made up for many dull periods of the year, and now through the coming quiet season they will be able to take things easily once more.

* * *

The leaf market was quiet and very few sales consumated, on account of the high asking prices. Many of the dealers made several days trips to Connecticut in the hopes of making satisfactory purchases of the new crop.

* * *

The leading cigar manufacturers are preparing to start in anew this coming week, and from many members of that trade, I am informed that the profit and loss account was in a healthy condition for the past year.

Judge Holt, of the United States District Court, has granted a discharge in bankruptcy to Whitner Bros., cigar dealers, 1171 Broadway; liabilities $10,206.

S. Ruppin, Havana importers, will move on or about Jan. 1, to 235 Pearl street, corner John.

The United Cigar Stores Company has leased the store at the corner of Park Place and Broadway, opposite the post office. King & Co., the clothiers, are the present occupants and they are advertising the fact that the United has leased the building over their heads, and are asking them prohibitive rent, so they are forced to sell out.

Geo. Griggs, retailer, 117 John street, is featuring Grain plug cut in a window display this week. Mr. Griggs reports having had a good trade in the holiday week.

Chas. Soloman, of the Florida Tobacco Co., expects to leave on another trip to Pennsylvania during the week.

Nathan Alfowich, of the Alfonette Cigar Co., Boston, Mass., spent the week in Gotham on a business and pleasure trip combined.

A. Harnett, proprietor of the Lakewood Cigar store, corner of Beekman and Gold streets, has worked up considerable trade on the La Rosa Lakewood.

Charles Broadway Rouss is selling this week Patterson's Seal done up in the new one pound lunch box style, at 40 cents a pound, while others are selling same as high as 60 cents a pound.

Jose Menendez, Havana importers, of 128 Water street, sailed for Cuba yesterday to purchase some of the new crops.

A new concern, incorporated at Albany this week is the Tobacco Growers' Society of New York, capitalized at $1,000. Directors: G. P. Heimberger, R. M. Simon and Louis Rosenzweig.

Recorder Goff has granted a certificate of reasonable doubt in the case of Isaac Bloom, a Second avenue tobacco dealer, who was convicted of perjury in General Sessions last week and sentenced to seven years in State Prison.

Tableporter Bros., of Astor Place, did a nice business through the holiday week. The Commercial Club and American Daisy are their leading brands.

The wedding of a daughter of M. Prochaska to a Mr. Pfaun, took place this evening at Burgeoin Hall, Kingston, New York.

P. & S. Lowenthal, leaf dealers of 138 Water street, are sending their many customers handsome calenders.

Harry A. Beltz, of 416 Broadway, has one of the best retail stores in the neighborhood of Canal street. His store has all modern fixtures and his window is always dressed up to date. In clear Havana he carries all the prominent brands, incluing La Arrogancia, Tres Selos, Jose Vila, El Sidelo and Regensburg's American. On exhibit in his show window is a large burnt wood affair of the Emblem of the Retail Cigar and Tobacco Dealers' Association that attracts much attention.

Many of the United Stores had their hands full attending to their customers during the past week. Among the many branch stores, store No. 23 located at 107 East 125th street, deserves credit for the amount of business it accomplished during the holiday week. This store was one of the leaders in total receipts for the week.

The office of Chas. R. Goldsmith & Co., leaf dealers at 166 Front street, was closed Friday, December 22, 1905, on account of the death of Henry Block, of Richmond, Va., the father of Fred Block, of the firm of Chas. R. Goldsmith & Co. The announcement of the death of Fred Block was an error, as the latter is in good health and at his desk.

Robert Shaw's U. S. bonded warehouses, heretofore operated by Robert Shaw, 63, 65 and 67 Water street, and 68 and 70 Pine street, have been incorporated. The partners in the firm will continue as owners in the corporate form and the management and conduct of the business will remain in the same hands as heretofore, under the name of Robert Shaw's U. S. bonded warehouses.

Joe Friedman, leaf dealer, at 128 Water street, was quite busy writing and cashing checks when I called yesterday and I at once made up my mind that he had gone into the banking business. I understand he closed out a nice vega this week on which he made enough to keep him through the winter.

S. Abrahams, manufacturer and retailer, has his store in the basement of a part of the Grand Central Station. He is located in this neighborhood for the last 27 years and enjoys a good trade.

Simon Kahn, 139 East Forty-second street, is a manufacturer and retailer. He has a good transient trade, with many of the commuters who pass his store daily on their way to the Grand Central depot. Mr. Kahn recently placed a nice order with Packholder & Co., of Baltimore for a line of their short smokes, which Mr. Kahn sells a lot of.

Fisher & Koeppler, whose retail store on Forty-second street was established about fifty years ago, have an old line of trade. Club Queen and Golf Girl are their leaders. Club Queen is also the name a ten for 15 cents package of short smokers which this firm manufacturs.

H. Schulfhof, 1326 Third avenue, adjacent to the 76th street L station, has for his customers many of our prominent Wall street brokers. His 10 cent Havana cigar can't be beaten for quality and a transient customer is easily convinced of this fact.

Bernard Frumkes, of 116th street and Third avenue, does considerable business in retailing leaf tobacco in addition to his retail cigar trade.

Sol. Baum, proprietor of the Rose Hill Cigar Store, which is one of the oldest cigar stores on Twenty-third street, makes his leaders of the Henry Vane, Walter Scott and La Alturia."

Gasper Del Pino, of G. Del Pino & Co., recently got back from a trip to Boston. While there Del succeeded in getting a nice order from G. Frank Davenport for some of his finest clear Havana cigars.

A busy man this week was Alfred Illinger, who opperates the cigar stand in the "Lords Court" on William street. His holiday goods are moving nicely. Mr. Illinger enjoys a good box trade from the patrons of his office building.

Judge Rosalsky announced in General Session on Friday that he had discovered a corporation which apparently had a heart, contrary to the popular idea of such institutions. Two young men, one twenty years old and the other twenty-three were brought before the judge to be sentenced after having pleaded guilty to stealing $135 worth of cigars, etc., from the United Cigar Stores Co., by forging the name of one of their store managers to an order. Judge Rosalsky said he had learned that the parents of the young men had gone so far as to sell their household furniture. When the sum thus raised was offered to the prosecuting concern, Judge Rosalsky said it was not accepted and orders were given to drop the prosecution of the boys, so the two were released. On suspending sentence the Judge remarked that he "would make Christmas presents of them to their parents."

M. R. Hoffman, an extensive leaf tobacco packer, of Marietta, Pa., spent several days in Gotham last week.

Kahn, Zenn & Heine, clear Havana cigar manufacturers, are making rapid strides toward popularity with their La Pilarina brand.

J. Rosenzweig, New York State representative for Max Gans & Son, came last Saturday from a very successful trip.

H. R. Daniel, 14 Beekman street, one of our permanent cutters, is already offering the new Cremo Victorias at three for 10 cents. He is also selling L. Miller & Sons' Grumbler cigars at 3 cents a piece or nine for a quarter.

(Concluded on page 16)

RAISED on our own plantations, and carefully selected, stripped in our special plant and packed under our expert supervision, our stock is of a quality which guarantees us constant new customers. Unusually good selection of **VUELTA** and **REMEDIOS.**

MR. HOFFHEIMER

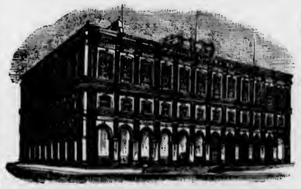
These Men Sell Our Goods on The Road

MR. MARTIN

HAMBURGER BROS. & CO.
Packers, Growers and Importers of Leaf Tobacco
NEW YORK

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Hengill"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
HINSDALE H. SMITH
EMOS SMITH

EDEN CIGAR FACTORY

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HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 — THE — Incorporated 1902

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PHILADELPHIA, JANUARY 3, 1906.

INCORRIGIBLE.

The Mail of New York City, in spite of its vigorous showing up by The Tobacco World, continues to lend its columns to the silly but criminal rot concerning the filthy condition of scrap tobacco.

Either the Mail still believes in this myth, or it is deliberately evil in its intentions and should be suppressed. The mere fact that the article is in a certain sense news because it consists mainly of an address by Dr. D. D. Stevens, of New York, does not exculpate the Mail, because when its attention was called to its first serious error by The Tobacco World, it should have made investigation to learn if it had been wrong and then known better.

Dr. Stevens who read the objectionable address before the Medico Legal Society of Philadelphia, is probably one of those self-contented gentlemen who live in a world of theory and know nothing of actual conditions. It is not to be supposed that he makes a deliberate attack on the scrap industry because of personal venom, but rather because he believed that certain alarming conditions exist and felt like talking.

After the usual trite homily on the comparative harmlessness of the moderate use of tobacco Dr. Stevens said:

"The Northern cigarmakers for the most part belong to the emigrant or cheap labor class, which is largely made up of Poles, Russians, Italians and Scandinavians. They are strangers to the bathtub, unclean in their personal habits, and they spend no money on handkerchiefs. If one happens to be afflicted with tuberculosis or any other contagious disease it makes but little difference to the proprietor of the shop so long as the cigarmaker can do a day's work.

"But if many dangers lurk in the ordinary cigars of commerce—and it makes little difference whether they cost five cents or twenty-five cents, whether they are domestic or imported—what shall I say of those found in scrap tobacco, which is now sold in large quantites for chewing, for smoking and for making snuff?

"Unfortunately in most cigar factories this tobacco during the process of manufacture falls on the floor, where it is trodden under foot. Fragments of food and other foreign substances drop upon it, and sometimes when the aim of the cigarmaker is not good, he misses the cuspidor and the saliva falls upon the scraps on the floor.

"That I am not the only one who is impressed by the seriousness of the present situation in regard to scrap tobacco is apparent from an article recently published by the New York Mail upon this very topic."

The speaker then quoted some of the dismal misstatements referred to in the introduction which were printed in the Mail some time ago and shown for what they were in The Tobacco World.

There seems little use of going into details of the actual facts again for those who refuse to be convinced are not worthy of a second attempt. It is to be hoped, however, that the Mail may sometime print facts.

DR. M. Y. SUGGESTS.

Dr. Minosuki Yamaguchi (read but not pronounced) has added his diminutive weight to the "great and compelling" movement against the cigarette. Dr. M. Y. declares that he has had great success in his native country (not Ireland) in "breaking enslaved users of the tobacco vice," and wishes some cigarette fiends to be sent to him for treatment. He is now a student at Chicago University acquiring that most useful trade, mental philosophy and psycology.

For the benefit of those fiends who haven't the carfare to Chicago we take pleasure in stating that Dr. M. Y. does his work by "the power of suggestion." He suggests that the fiend stop smoking and it is then up to the fiend. "And," said Dr. M. Y., modestly disregarding his great science and knowledge, "I do this work for God. I am not after money."

This was in a recent address, and according to the newspaper account there were many moistened eyes in the audience. The speaker said he had conducted three large offices in Japan in which he had prayed with the victims and "fully 70 per cent. held out. I want no money."

Miss Lucy Page Gaston, lady reformer, is to be congratulated on her "suggestive" acquisition.

Philadelphia Tobacco Trade.

Here and There With the Retailers

J. M. Hunsberger, formerly traveling salesman for Sheip & Vandegrift, has taken a position as city salesman for Otto Eisenlohr & Bros.

B. Frank Batten is satisfied with the business he has done since he changed operations from Ninth and Arch streets to the foot of Market street, north side. Mr. Batten carries a complete stock.

It was a quiet week with the retailers as is usual after the holidays, and naturally no box trade worth speaking of was done. There is always a lull in this class of trade after Christmas, just as there is much activity before. The buyers of cigars in small lots also seem fewer, as many consumers who buy that way throughout the year, receive boxes of cigars at Christmas and so have enough to supply them for some time. There is no reason why this should not be a good year for the live retailers if they hustle, the principal holdback being the increasing number of stands in proportion to the number of consumers.

There is said to be a new mail order scheme of the illegal order operating in Philadelphia which is likely soon to be put out of business. An advertisement is printed in out of town papers asking for good penmen to write letters at home, and to whom a salary of $5 is offered. Some of those who reponded claim that they received in answer to their correspondence with the firm a copy of a typewritten letter which they were asked to distribute among their friends, and in addition they were required to buy a box of 50 so-called Key West cigars, paying therefor $3, and sign a contract enclosed in the letter in which the cigar company agrees to pay to the party $5 per week and $1.20 for postage. The company also agrees to pay the money at the expiration of the second week. The typewritten letters sent for distribution make exactly the same offer as the applicant. Some of those who answered the ad and paid the $3 for the cigars claim that the stamp on the box had been tampered with and the box refilled with very cheap stuff. Moreover, this is said to close the incident as far as the company is concerned, as the supposed wages are not forthcoming. Nothing further can be said now but it is understood legal steps are to be taken.

The M. J. Dalton Co. has begun suit against a local restaurant to recover $500 for cigars sold.

Yahn & McDonnell report an excellent holiday business.

Leaf Dealers' Jottings.

There is not much stirring in the leaf market, the usual turn of the year dullness being on. Many dealers find that they came out nicely on the year, and made more money than the year before. Those who have had leaf turned it well and came out well ahead on it. Whether the coming year will tell the same story is a problem. Some dealers are holding considerable leaf and if they succeed in waiting as long as they wish to will make nice money out of it. Others are frankly looking for stuff to buy and if they succeed in securing it, will have to sell at close margins as there is no chance of a relieving of the scarcity.

John R. Young, senior member of the recently dissolved firm of Young & Newman, is intending shortly to commence operations as a leaf broker.

Miss M. F. Fry, Jesse S. Batroff's stenographer, who has had a long and serious illness, will soon return to her duties restored to health.

Leopold Loeb, of Leopold Loeb & Co., is making arrangements for a trip to Cuba.

B. Labe & Sons are comfortably established in their new place at 228 North Third street, and when everything is fixed will be very well settled indeed. This firm reports a satisfactory year and the majority of the road trips made have been quite successful.

Several of the leaf houses have issued handsome calendars as New Year's compliments to their customers, and others intend to do so. These are very useful as well as ornamental gifts.

J. Prince, formerly connected with Richard H. Bythiner, now with Julius Hirschberg & Bro., is in Havana working after the interests of the house.

With Manufacturers and Jobbers.

Addison Fowler, local representative of the United States Tobacco Company spent New Year's day with his parents, at Bridgeport, Conn. There was a famly reunion. Mr. Fowler returned by way of New York, where he met Mr. Hugh Campbell, president of his house, and visited the trade.

The United States Tobacco Company, 229 Arch street, Addison Fowler local representative, has installed the Keystone 'phone. The number is 4400 D Main.

Announcement has been made that J. C. Whitney Frishmuth, Jr., is admitted as a partner of Frishmuth Bros. & Co., on January 1. Hiram D. Miller, who has managed the big factory at Seventeenth street and Lehigh avenue, has an interest in the profits of the business from that date.

It is reported that the American Tobacco Company has completed arrangements for opening a cigarette manufacturing plant in this city. According to the report, R. L. Dunston, head of the all-tobacco department of the Allen & Ginter branch in Richmond, will take charge as general superintendent. The reason given for the new plant is that girl help is scarce in the South. If it is found easy to get help, a chewing and smoking plant may also be established.

One of the pleasant events of the holiday season was a dinner tendered by Louis G. Osborn, at his home, 141 North Fiftieth street, to Charles S. Buck, Sol. Cohen, Edward Doyle and William E. Osborn. Mr. Osborn is well-known as agent for the American Tobacco Company for Bull Durham and Old English Curve Cut in this market. The menu was elaborate, and one which would tempt any appetite to read it.

Announcement is made of the wedding, to take place on February 10, of Albert A. Gumpert, son of the late Richard T. Gumpert, of Gumpert Bros., and Miss Madeline Felice Kelly, daughter of Geo. Kelly. Mr. Gumpert has bright prospects and has the congratulations of the trade.

Miller Bros., jobbers, are comfortably situated in their new location, at 30 North Third street, where they are receiving all their old customers.

Jacob Langsdorf, local cigar manufacturer, feasted a hundred children of the poor during the holidays.

The manufacturing business is a little quiet just now, although it will be but a short time before things will take a hustle again. Many of the salesmen are preparing to start out, and they expect to do a good business. Of course those manufacturers who are well supplied with leaf are feeling much more jubilant than those who hadn't the foresight or the capital to stock up early.

—It is reported that the American Cigar Company, which manufactures the New Cremo cigar, intends soon to make an enlargement of its plant in Petersburg, Va., and will increase the output of its goods. The improvements will be the building of a large cigar stemmery and warehouse, with more general manufacturing room.

ANOTHER BROTHER ADMITTED TO FIRM OF GANS BROS.

Gans Bros., of New York, manufacturers of William the Fourth and other popular brands of cigars, announce that Ralph M. Gans, a brother of Jonas M. and Moe M., who now comprise the firm, has been admitted to partnership. Mr. Gans has been covering the Eastern territory and will continue to. The address of the firm is 22 Fulton street.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Trade-Mark Register.

TWO REDS 14,998
For cigars and stogies Registered Dec 20, 1905, at 10 a m, by W P Lozier, Mt Pleasant, Pa

DOUBLE DIVIDEND 14,999
For cigars Registered Dec 20, 1905, at 4 p m, by W H Snyder & Co, Windsor, Pa

McCUDDEN'S DOUBLE 9 15,000
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Dec 28, 1905, at 10 a m, by Joseph McCudden, Cincinnati, O

LA FLOR DE JACOBS 15,001
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Dec 28, 1905, at 4 p m, by Benjamin Jacobs, Philadelphia, Pa

BAZAAR 15,002
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Dec 29, 1905, at 1 p m, by Benjamin Jacobs, Philadelphia, Pa

WINTON 15,003
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Dec 29, 1905, at 3 p m, by S A Frank, Philadelphia, Pa

LA CHAMPAÑA DE CUBA 15,004
For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco Registered Dec 30, 1905, at 11 a m, by Benjamin Jacobs, Philadelphia, Pa

CANCELLED

"La Lelle," 14,994, registered Dec 16, 1905, by Mrs M Finkler, Philadelphia, Pa, has been cancelled

REJECTED.

Double Eagle, Ferdinand, Lassalle, Ben Franklin, Concerno, A Good, Sultana, Fireside, Companion, Topic, Navigator, Red Seal, Verifine, Ramona, Valena, Eccelo, Prefiero, Jerico, El Topico, Liberty Belle

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market.
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto. The best is not too good
Imperial Cigar Co.
Hanover, Pa.

FDS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office:
106 WATER STREET
Havana, Cuba:
MANUEL SUAREZ y CA., Amistad 96

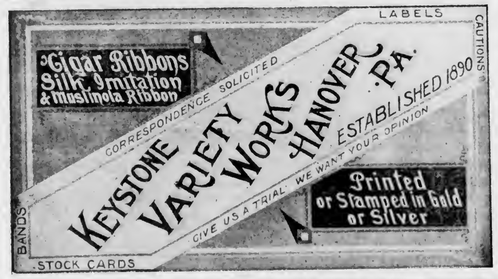
T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS.
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 17 RANDOLPH ST BRANCHES SAN FRANCISCO 315 BRANNAN ST

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
Genl. Distrib's.
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

NEW YORK TOBACCO NEWS.

(Concluded from page 13)

Phil. First, retailer at 18 East Forty-second street, has only been there for the past two months, but has worked considerable trade. His principal brands of cigars are the Rosenos, La Candida and Mi Bella.

Louis Stream s Cigar Emporium, 43 East Forty-second street is fixed up in fine holiday array. All sorts of novelties and fancy packing of the popular brands adorn the window. Some of the novelties are very unique, especially some of the imported tobacco jars. Some of the brands featured in the window display include La Medora, La Cosa, Duke of Leon, Governor, Brunswick and Flor de Lovera.

The cigar stand in the White House Buffett, corner Fulton and Pearl streets, although in business at this address but a short time is doing quite a nice business owing to many of the prominent manufacturers having their offices or factories in the nearby neighborhood. Their brands are for sale at the stand among which can be mentioned Gans Bros.,' William the Fourth, Arguelles, Lopez & Co.'s El Infinito, S. Roderiguez, Charles the Great and Sanchez & Haya's Flor de Sanchez.

WELL KNOWN TOBACCO MAN DEAD.

Ethan Allen, Member of the Old Firm of P. Lorillard & Co.

New York, January 1.

Ethan Allen died at his home in this city, on December 28th, and was buried at Woodlawn, on Saturday. He was a member of the old firm of the P. Lorillard & Co., later an organizer, and for many years secretary of the P. Lorillard Co., retiring from active business at the formation of the Continental Tobacco Co.

He entered the tobacco business as New York City salesman for Lorillard, nearly forty years ago, at a time when it was the practice of jobbers to come to New York to buy goods. He then acquired a wide acquaintance with merchants throughout the United States, which was added to in later years by extensive traveling, as a member of the Lorillard firm.

He was a man of marked personal attractiveness and magnetism, and it is within the facts to say that prior to his retirement, no man in the tobacco trade was more widely and more favorably known.

Beside his personal attractiveness, he was a man of force and aggressiveness, and was undoubtedly an important factor in making the great business of the Lorillard house.

Mr. Allen was a great-grandson of Ethan Allen of Green Mountain fame. He leaves a married daughter, Mrs. Sperry, and a son who bears his name.

It has been well said that Ethan Allen was the "General of the old guard" in the tobacco business, and his death leaves a vacancy that, after the great changes of the past few years, cannot well be filled.

Recent Incorporations, Etc.

—The Santiago Development Co., of New York, to plant and grow tobacco, fruits, etc., has been incorporated with a capital of $200,000 by Julian Cendoya, W. E. Bird, Jr., John W. Barrett, Frank Schaffer and A. F. Saurel, all of New York.

—Lane & Lockwood, of West Caldwell, N. J., have been incorporatad to deal in tobacco and manufacture cigars, snuff, etc., with a capital of $100,000, by Lewis G. and Robert C. Lockwood and Isaac Lane.

—The Leo Schwanger Co , of New York, has been incorporated to manufacture tobacco and cigars with a capital of $20,000, by Leo and Rosa Schwanger and Edwin Wolff.

—The Favorite Cigar Manufacturing Co., of Minster, O., has been incorporated with a capital of $5,000, by Frank Trienman, Jr., R. A. Rulmann, J. M. Rulmann, Frank Rulmann and Louis Thiemann.

—The Pony Cigar Co., of Fort Wayne, Ind., with $10,000 capital has been incorporated by John N. Pfeiffer, Martin Nierman and Frank Thompson.

—La Soreda Cigar Co., of Peoria, Ill., with a capital of $9,000, has been incorporated to manufacture cigars and tobacco by S. R. Anneuser, J. H. Springer, Jr., and George H. Kreiger.

—The Franklin Arcade Cigar Co., of Watertown, N. Y., has been incorporated with a capital of $1,000 by John H. Coon, James B. Wise and Jere Coughlin.

—The State Tobacco Warehouse Company, of Louisville, Ky., has been incorporated with a capital of $25,000 by George C. Turner, J. Chester Turner and H. C. Heimerdinger.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BIGGEST TOBACCO SHOW YET.

Will be Held in Madison Square Garden, New York, in September.

New York, Jan. 2.

Arrangements are now under way for the largest tobacco exposition ever held in this country. Exhibitions of a similar nature have been held on a smaller scale in New York, Philadelphia, and other places, but this venture will surpass any thing of its kind ever yet attempted.

It will be known as the Tobacco Traders' Exposition, and will run from September 3 to September 15, at Madi son Square Garden, which has been engaged at a rental of $1,000 per day.

Models are now being made by an expert in that line which will transform the entire basement or lower hall of the Garden into a cyclorama, representing the tobacco growing districts of Southern and Eastern United States and other countries.

The main hall will be devoted to representations of street scenes in Havana, Porto Rico, Turkey, etc., with natives in costumes, and with all the accessories necessary to give an exact picture of these places. The promenade will be devoted to pipe manufacturing, cigar box making, label printing, etc.

In the large concert hall will be shown the machinery used in the tobacco industries, such as tobacco field fertilizers, etc. Tobacco from all the tobacco growing districts of the United States, as well as from other countries, will be shown in the natural leaf from the time the seed is planted to its maturity, showing its curing, sorting, and baling for the market.

The exposition will be under the management of William B. Turk, who is well known in the trade as a promoter and advertising man. Extensive advertising will be done in the trade journals and daily papers, together with bill posting and everything else necessary to make this the greatest exposition of the tobacco traders' industries ever held in this country.

LANCASTER QUIET.

Little Leaf and Holidays Make Things Rather Dull.

Lancaster, Pa., Jan. 2.

It has been an uneventful week in local leaf tobacco circles, yet some business was done. The leaf packers have not fully finished with their annual inventory and are therefore not fully prepared for the new year's trade. The very fact that so many local packers have secured only small quantities of leaf naturally congests the volume of business. In fact several houses, old established ones too, are practically out of the business for a year at least.

The manufacturers are starting out very well for the beginning of a new year, and a great many still have sufficient orders in hand to run them for some time.

J. W. Duttenhoffer, one of our oldest leaf dealers, has been somewhat indisposed, with an attack of rheumatism.

YORK'S MOST SUCCESSFUL YEAR.

Output Large, and Revenue Collected Up to $1,500,000.

York, Pa., Jan. 2.

The year 1905 will be set down as the most prosperous one in the history of York county's cigar business, and it is estimated that the revenue collected from cigars during 1905 will reach nearly $1,500,000 in this division of the Ninth District, while during the year there were granted 220 licenses for cigar manufacturing.

T. D. Hene, local representative of Wedeles Bros , of Chicago, is opening local headquarters in York, in the Sonneman Building on South George street.

J. Kosminsky, representing Taussig & Co., also of Chicago, has made his local headquarters in the new Baker Building, on South Queen street.

T. E. Brooks, a cigar manufacturer of Red Lion, has removed his office to the new bank building which was just opened. A large majority of the directors of the bank is composed of cigar manufacturers.

A more than unusually good year has been enjoyed by Warren Beck & Bro., on their high grade product. The brands include the Duke of Westminster, Admiral Gherardi, General Warren, La Responder and La Cantidad.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

E. ROSENWALD & BRO.

The JOHNS-BRASH CIGAR Co.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
EDW. M. BRASH,
Sec'y & Treas.
Main Office:
Lancaster, Pa.
GEO. J. DILLER, General Distributor for Central Pennsylvania.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelph Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

CHICAGO GROWING AS A CIGAR MANUFACTURING CENTRE.

Many Factories are Enlarging Constantly, and Excellent Sanitary Conditions are a Feature. More than 200,000,000 Cigars a Year the Present Output. These are Well Distributed.

Chicago, the city of wonderful progress, is growing more and more important as a cigar and tobacco manufacturing centre. More and more cigars are being made each year and more and more hands employed. Chicago leads in the manufacture of some other commodities; there may come a time when she will lead in the output of cigars.

There is one factory in the city which employs 600 persons, and there are other plants that grade pretty well up to this. There are also a great number of very small factories, hardly to be called factories at all, in a strict sense, but some of these will grow and grow until they take their place among the biggest exponents of the industry in the city. There are about fifteen cigarette manufacturers in the city.

In the district of which Chicago comprises the greater part, the first district of Illinois, the total number of cigars manufactured during the past calendar year was 201,544,460. During the last calendar year there were manufactured in Chicago, according to the internal revenue report, 6,890,910 cigarettes. Tax was paid on 14,353,866 pounds of smoking and chewing tobaccos and 370,914 pounds of snuff.

During the last calendar year the internal revenue tax on cigars and cigarettes collected in this district was $608,959.67; on snuff, $22,254.84, and on smoking and chewing tobaccos, $861,232.05. The total tax collected on tobaccos of all kinds in this district during the year ending December 31, 1904, was $1,492,446.56.

The cigars manufactured in Chicago go to all parts of the world for consumption. Several millions of home manufacture are, however, consumed in Chicago. Other millions are shipped into the city from elsewhere, many high-grade New York brands being extremely popular here. It is not unlikely, according to tobacco manufacturers and dealers, that the approximate amount expended annually in Chicago for cigars will total $15,000,000.

In the larger Chicago factories at least the conditions under which cigars and the better quality of cigarettes are manufactured are cleanly and sanitary to a degree. The average conception of the superficial observer is that cigars are often manufactured under conditions greatly removed from sanitary. This conception is based upon reports of conditions in sweat shops and places where inferior qualities of tobaccos, sweepings and the thrown-out material of the larger factories is worked up into the "alfalfa and cabbage leaf covering" brand to be found where "you knock a baby down and get a cigar" at the country fair and, not infrequently, at the city carnival. Where legitimate brands of high-grade cigars are made in Chicago conditions are absolutely clean and sanitary.

In the days of Eugene Vallens, whose factory has been for years one of the largest west of New York city, a clear Havana cigar known as the "Presidents," was made by a Spaniard, who is said to have had the science of cigar-making down to the finest possible basis. He made but fifteen or twenty of the cigars a day. They were seven and one-half inches long, and it is said of the cigar that there was a different flavor in every inch. So precisely was the tobacco bunched and the cigar rolled that every whiff of smoke extracted with no more exertion than a common inhalation was indicated on the ash. The Spaniard was paid 7½ cents for each cigar he made and the cigars sold for $800 per 1000. They were put up in hermetically sealed glass tubes.

Few machine-made cigars are produced in Chicago. Some of the factories installed machines that would turn out 4000 to 5000 cigars a day, but popular prejudice against machine-made cigars and the opposition of labor unions soon caused the machines to be abandoned.

Practically all the work in Chicago is now done by Americans. Few Cubans, and it is said, no Spaniards, are now employed in the various factories. A few years since a large number of Spaniards were employed in several of the local factories. They proved fine cigarmakers but were not to be depended upon. Gradually they were eliminated and the work is now done exclusively by American labor, so far as the local shops are concerned.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

BRANDS:
"MANO" 10c. Cigar
"Modjeska"
and "La Mano"
5-cent Cigars

H. C. LONG & CO.
Manufacturers of Cigars, LEBANON, Pa.

OFFICE:
118 Mifflin Street
FACTORY:
Cor. Maple and Plum Aves.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader WEALTH PRODUCER Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

A CORRESPONDENT WHO HAS CONDUCTED A TOBACCO EXPERIMENT STATION FOR FORTY YEARS.

Editor Tobacco World :—I was much interested in the report published in your paper, of the State College Agricultural Experiment Station, of growing Sumatra under tent, in Pennsylvania, in co operation with the Lancaster County Tobacco Growers' Association, because of an atmosphere of kinship affinity pervading it. I was elected an honorary member, in '76 or '77, to the Lancaster County Tobacco Growers' Association, and if the ax of limitation has not dealt the blow of dismemberment, I may still claim the much appreciated honor; and further, because the sound of "Experiment Station" has tinkled in the garden spot of my environments, with none other to share its pleasure nor dispute honors, I have maintained an "experimental station" along tobacco lines, for about forty years, on my own hook.

I claim the honor of having grown the first commercial crop of leaf tobacco from imported Havana seed, in the State of Pennsylvania, near York, This was in 1866. The size of the leaf then, from imported seed, was small as it is yet. Its small size made it unpopular with the farmers, and when the buyers came around and saw it they declined to offer more for it than was paid for ground leaves. (But I bought it all at their setup price).

I realized the necessity of having a seed to produce a larger leaf for wrapper purposes. At that time The National Department of Agriculture extended no helping hand to those who had the ambition to improve existing conditions. All work along lines of experiment were individual efforts. About the year 1876 I succeeded in growing tobacco from the seed, used first in 1866, to measure thirty-four inches, In my effort to increase its size, I retained much of the fine texture of the original leaf. This was a revelation. "Wierman's Improved Cuban seed" was wanted everywhere. The then Commissioner of Agriculture offered me $3 00 a pound for what I had, I did not accept the proposition, but distributed the seed around me without price. About that time I wrote and published a treatise on tobacco farming. My success challenged general admiration ; and, in recognition of my services up to that time, the appreciative members of the L. C. T. G. Association made me an honorary member of that Society. You will see that my experimental

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

KEYSTONE RESWEATING TOBACCO WORKS,
Packers and Dealers in
LEAF TOBACCO
Largest Plant in the State
226-28-30-31 East Grant Street, LANCASTER, PA.
JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
We Solicit Your Patronage

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
The Smokers' Favorite Brands. RED LION, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

CHASKEL'S
HAVANA
Cigar and Tobacco Flavors
SPANISH BETUNE,
MATADOR and La VUELTA
Our Flavors Surpass All Others in STRENGTH and NATURAL AROMA. Write for particulars.
Chaskel Chemical Works
265 West Broadway
NEW YORK

work, as above given, brings it to 1877.

Since I came here, in 1878, I have grown six crops, five of them solely to test specific problems. To my perfect satisfaction I have demonstrated:

1. That fineness of texture can, in a great measure, be secured to wrappers, beyond a doubt.

2. That a heavy bodied filler can be secured, if wanted,

3. That the Maduro and Oscuro colors can be totally elminated from a wrapper crop, if not wanted, and have the entire bulk of the crop show up Claro and Colorado.

4. That the size of a leaf can be increased much over its normal, as I demonstrated in Pennsylvania before I came to this State.

5. That tobacco plants being a weed, a low temperature forming one-quarter inch of ice, will not kill them after transplantation.

If my experience is of interest to the tobacco world at large, I will cheerfully furnish it, on solicitation, through the columns of The Tobacco World.

I. W. G. WIERMAN.

Little Rock, Ark,

AGAINST REFILLING.

Y Bet A Urges a Crusade for Its Prevention.

New York, Dec. 29.

Editor Tobacco World:

I have read with much interest several items in your Boston correspondence relative to the cigar manufacturers of that city commencing a crusade on refillers, with a view to having them adequately punished. I cannot refrain from expressing the hope that the merchants endeavoring to prosecute dealers or others who refill packages, will secure the hearty co operation of the press and individuals in their efforts to give the public what they ask for.

Unscrupulous dealers in cigars and tobaccos refill original packages with inferior goods and sell them to the public, with the one hope—of making a little more money, but they not alone do not give value for value received, but in many cases endanger lives by so doing, caring little for anything but the money they hope to make by the nefarious practice.

It is remarkable, however, that in such matters the national government does not indicate a greater willingness to cooperate with the legitimate members of the trade in the prosecutions, because not alone is the legitimate merchant robbed of his just dues, but the government is doubtless also made the loser of considerable revenue, etc.

Some of the large stores in this city, although they do not directly instruct their clerks to substitute inferior goods, there is every reasonable indication that they at least countenance the practice, and seem perfectly willing to accept the illegitimate additional profits. Many merchants spend thousands of dollars every year advertising their brands of goods, and many putting bands on cigars for the greater protection of the consumers against deception, and even go so far as to insert in their advertisements: "Insist on getting the genuine," yet it seems that in many cases it does the consumer very little good to "insist."

Y BET A.

RICHMOND PLANT REOPENS.

Factory Formerly Operated by the W. T. Hancock Co.

Richmond, Va., Jan. 1.

The big four-story tobacco factory, 11 North Twenty second street, formerly operated by the W. T. Hancock Company and recently closed down, reopened on the first of the year. The W. T. Hancock Company was absorbed by the Rucker Witten Tobacco Company, of Martinsville, about a year ago, which in turn was bought by the R. J. Reynolds Tobacco Company, of Winston-Salem.

The factory will reopen as a manufacturing branch of the R. J. Reynolds Company and will continue the manufacture of the fine grades of plug tobacco. There was every chance of the big factory being permanently closed since the R. J. Reynolds deal was consummated, but Richmond tobacco men interested in it brought much pressure to bear upon the Reynolds authorities, and so after several months of temporary idleness (as far as the manufacture of tobacco is concerned) the big plant will be reopened.

It is said that the chief reason for this is the fact that only in the Richmond markets can be gotten the tobacco for the fine grades of plug manufactured by the W. T. Hancock Company. The brands, Humbug, Maritana, Rustic, Fig and Apple—will continue to be placed on the market. The first named is made of the Caroline filler, and only a limited supply can be gotten for it.

W. T. Hancock, Jr., manages the factory; Stanley Lyons, for so many years associated with the old firm of W. T. Hancock, is secretary, and Donald Hancock is the assistant manager. Formerly more than 200 hands were employed, and it is determined to work the factory to its fullest capacity, which will employ more hands than heretofore. The Reynolds Company has already in Richmond a large leaf department, with headquarters at 330 South Tenth street. It is said that about 60 per cent. of the sweet tobacco bought in the Richmond market is taken by this concern.

JAPANESE TOBACCO MONOPOLY IS BOOMING.

A report has been made public by the Japanese Ministry of Finance as to the revenue from the tobacco monopoly, which provides the security for the last two Japanese loans. For the fiscal year 1905-6 the revenue from the monopoly is estimated at about $16,250,000, while the total charges for interest on the loans at 4½ per cent amounts to $13,500,000. The Finance Ministry expects that, if the price of tobacco remains unchanged, the revenue will have increased by 1910-11 to $19 000,000, and by 1914 15 to $23,000,000.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
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M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. Snyder & Co.
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Manufacturers of
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Fine and Medium Priced
CIGARS
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Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
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Cable Address "CLARK."

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
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R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
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Manufacturer of
Fine Havana Cigars
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Leaf Tobacco
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UNION-MADE CIGARS
FOR THE
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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CARTER CO., OF CINCINNATI, BUYS MORE PROPERTY.

The Carter Company, cigar jobbers of Cincinnati, Ohio, has purchased for $15,000 the old home of the Ohio Valley National Bank, at 17 East Third street. The purchasing concern was formerly part of the Carter-Reiley Company, of 125 East Third street.

SALES IN VIRGINIA MARKETS.

Most of the Crop Sold at Prices Generally Satisfactory.

Washington, D. C., Jan. 2.

The sales of tobacco at Lynchburg, Va., begin today again, and prices will continue satisfactory. The week before the sales closed for the holidays the sales were 347,700 pounds; a decrease of 424,900 pounds on the week before which was caused by bad weather.

Receipts for the first four months of the tobacco year were 5,320,600 pounds, or an increase of 1,077,300 pounds over the same period last year, and being considerably heavier than for several years. The condition of the tobacco has been generally quite good. The size of leaf and color of the offerings were fairly good, but the quality and texture of much of it was a little off. Indications are that the crop will be sold quite early.

At Danville, Va., it is estimated that fully 60 per cent of the 1905 crop has been sold, and that what remains in first hands will be marketed rapidly. There is no anticipation of lower prices. Sales for December, 1905, 3,906,569 pounds, for $394,260 44. Sales in December, 1904, 5,148,186 pounds, for $435,364.72. The report for December shows a decrease compared with December, 1904, but the comparison for the four months shows a gain of about 3,000,000 pounds in favor of 1905. It also shows a decided increase in the average price.

At South Boston, Va., breaks of leaf tobacco for the month have been fairly heavy, the total sales aggregating 2,139,000 pounds, with an average of 10 cents for all grades, including scrap. The total sales of the present crop foot up 8,000,000 pounds, and it is estimated that about 55 to 60 per cent of the crop has been sold in this section.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Our correspondents write as follows:

North Hatfield, Mass.: "At this place the shop of Meyer & Mendelssohn is running at fever heat, for it is expected to assort from 1000 to 1200 cases this winter, besides the output of the shop of East Hartford."

East Whately, Mass.: "I have the following sales of tobacco to report: Dwight Dickinson, 2 acres at 11c; William Smith, 4 acres at 10c; George Dickinson, 8 acres at 7c; Thomas Fleming, 3 acres at 11; David Allen, 2 acres at 11c; Hiram Dickinson, 5 acres at 13c; Charles H. Pease, 7 acres at 11c; Israel Smith, 4 acres at 12c; Dennis Hays, 7 acres at 13c; George N. Smith, 1 acre at 9c; William Allis, 3 acres at 10c; Chas. Allis, 3 acres at 10c; Daniel Miner, 3 acres at 13c. William E. Gheen has bought about 60 acres in the last two days. He will open his shop at East Whately next Monday with a large force. Buyers are very thick. Some of those who are holding their crops are sure to get good prices. I hear of one crop of 10 acres that there has been a standing offer of 18c."

Suffield, Ct.: "Tobacco seems to be selling like hot cakes. Recent sales: F. O. Culver, J. Barriesford, D. N. Frost, R. L. Green, W. C. Mather, J. L Firtion, all to Meyer & Co., New York. Thomas Noon sold to W. J. Gabb; Prince Jones to Louis Peters, New York; Hugh Scott to Charles Bassell of Suffield, J. F. Carroll and George Ternley to M. Zuttry, New York; Charles Pomeroy to George P. Phelps of Suffield."

Feeding Hills, Mass.: "About two-thirds of the tobacco raised in this village has been sold, and is being delivered to the different packing houses as it is wanted. Allowances have been made for the pole sweat, some of the buyers taking 10 per cent. off, and others ask

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
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NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S OHMIT
W. E. KRAFT
East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
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Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
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Howard & Boundary Aves.
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CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

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Special Designs
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Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
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Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

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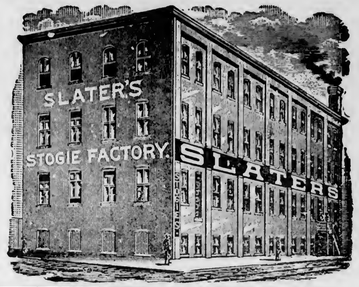
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.
Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of

Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited. Le Droit Building, WASHINGTON, D. C.

the grower to throw in extra as many pounds to the 100 pounds, as agreed upon The highest price paid is 15c, and from that down to 10c."

East Deerfield, Mass.: "Tobacco's all down and much of it sold. I report the sales of T. S. Brigham, 3 acres; W. C. Trask, 3 acres; Samnel Field, 1 acre; D. L. Peeler, 4½ acres. The prices are from 12½@15c. A few good lots are being held for better prices."—American Cultivator.

EDGERTON, WIS.

Again the weather is propitious for casing tobacco, and the hopes of the growers are raised once more that they may be able to remove the crop from the poles. At this writing it has been raining for several hours after a couple of days of thawing weather. The hanging leaf has very nearly reached the proper degree of casing, and present conditions indicate that a good deal of tobacco will come down from the sheds. Reports from the northern sections and the Vernon district is that snow has been falling instead of rain and that conditions are not so favorable. Enough of the crop is likely to be prepared for delivery to start warehouse handling after the new year.

There has been but little business transacted in the local markets during the week. H. Sweeney reports the sale of 150 cases of '03 and '04 to M. F. Greene & Son and a 50 case lot of '04 to O. K. Roe. Also the purchase of 50 cases from O. Lauras.

Contracts for the new crop are continually being shifted and but few of the small dealers now control their original purchases. Campbell & Sayre are reported to have closed out another lot of their purchases to the United Cigar Manufacturers.

The Madden Bros. are the first to start warehouse handling in this market, beginning opertions Thursday. A few others will open their doors after the new year.

Shipments, 600 cases.—Reporter.

Business Changes, Fires, Etc.

Arkansas

Little Rock—L Newman, cigars and pool room, bankruptcy

Florida

West Palm Beach—H L Hillier, cigars and confectionery, suit to forcelose real estate mtge, $950

Illinois

Chicago—Aaron L West, 112 Clark street, cigars, etc, chattel mtge, $1,956

Dallas City—C H Semple, cigar mfr, burned out

Geneva—G R Tuttle, cigars, etc, removed stock to Chicago

Iowa

Davenport—Hilson & Son, cigars, sold out——Frank Hamerly, cigars, bill of sale, $1

Keokuk—S. Seibert, cigar mfr, dead

Massachusetts

Boston–Abraham S Bearse & Co, wholesale and retail cigars, damaged by fire—Elizabeth Chamberlain (Mrs H G), cigars and tobacco, chattel mtge, $100 ——Flashman Bros, wholesale and retail cigars and tobacco, etc, damaged by fire

Newburyport—Newburyport Cigar Mfg Co, Ernest Simon, proprietor, cigars and tobacco, chattel mtge, $1,500

Michigan

Bay City—J G Clarkson & Co, wholesale and retail cigars and tobacco, sold out

Detroit—William W Bush, cigars, etc, chattel mtge, $575

Minnesota

Duluth—Charles G Sliger, cigar mfr, real estate mtge, $231

Ohio

Cincinnati—W W Bozman, mfr, and wholesale and retail cigars, damaged by fire; insured

Dayton—The H C Mayet Co, cigar mfrs, petition to adjudge bankrupt

Pennsylvania

Cambridge Springs—C E Wliloughby, cigars and news, petition in bankruptcy

Harrisburg—Herbert A Morrow, mfr and retail cigars, dead

Reading—W W Riegel, cigar mfr and leaf tobacco, satisfied real estate mtge, $1,500

Tennessee

Knoxville—Trent & Read, cigars, succeeded by Rease & Read

Texas

Tyler—N L Spitzer, cigar mfr, dead

Utah

Salt Lake City—Sam Levy Cigar Mfg Co, attachment suit, $852

Vermont

Island Pond—Archie H Wilkey, cigars, out of business

Washington

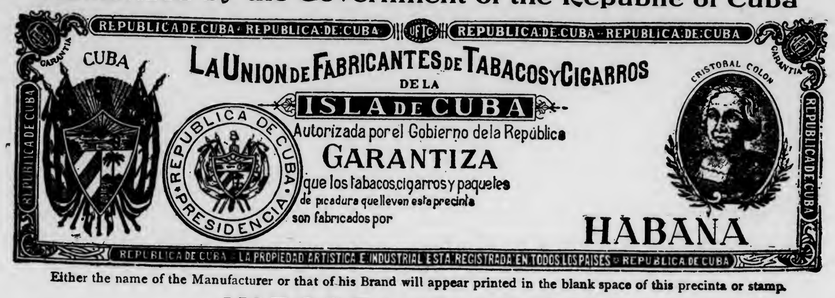
College Place—P Donovan, meat and cigars, deed, $5,500

West Virginia

Charleston—Louis J Falone, cigars, deeded real estate, $2,250

—The building and stock of the Western Tobacco Works, at La Crosse, Wis., was damaged by fire to the extent of about $8,000. The factory is the home of the Red Feather brand of smoking tobacco.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba



Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
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Send Your Cigar Buyer Here. We Will Save You Money.

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FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

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H. J. Fleischhauer
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Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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Sole Owners and Manufacturers.

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VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

Best Little Cigars Ever Offered the American Public

10 for 15 Cents

The GOLDEN EAGLE CIGARS

They are Extra Large,
Havana Blend, and
Perfect Workmanship

The Finest Package

THE GOLDEN EAGLE CIGARS are really the best ever offered the American public. They are proven trade winners, because experience in this business has taught us how to please the smoker, and how to make customers for the dealers.

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Makers,

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Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

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1600 Arch Street,
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Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The **ARCHON**
Formerly Ten Cents, Now Five
Banded

Distributors Wanted Everywhere

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

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No Salesmen. Communicate with Factory.

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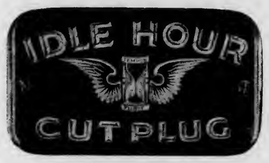

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A New Sliced Plug

An ideal smoke; equal to anything imported, and superior to anything made in America.
For particulars and samples, write

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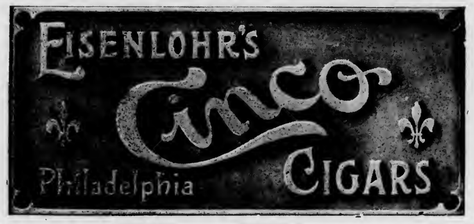
Richmond, Va.

Clear Havana

RUTHERFORD

Cigars

EL DRACO CIGAR MFG. CO., Philadelphia, Pa.



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Gen. Warren
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La Cantidad

Cigar Manufacturers

York, Pa.

CHALLENGES COMPARISON.

White Knight

5-cent Cigar

MADE BY

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Clean as the Food You Eat
Vesper CIGAR

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
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NICKELBY, 5c.

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Cigar Manufacturers,
29 North 4th St., Philadelphia.
Factories 206 and 212, First Rev. District, Pa.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

IF YOU WANT to be in HAVANA
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Nashville, Pa.
MAKER OF
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Correspondence with Responsible Houses Invited

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia,
Hollard's

Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

ANTI-CIGARETTE ORDINANCE.

Iron-clad One Will Be Introduced in Chicago.

Chicago, Jan. 12.

Holding the present ordinance on the sale of cigarettes to minors ineffective and its enforcement lax, members of the Anticigarette league under the leadership of Lucy Page Gaston will have a new ordinance introduced. It not only prohibits the sale or giving away of cigarette tobacco, material or wrappers to minors under 16 but specifies that no licenses permitting the sale of cigarettes shall be issued after May 1, 1906, and that those issued before that date shall be revoked and the money refunded.

The ordinance also provides that any minor under 17 found smoking in a public place or building or with cigarette tobacco or cigarettes on his person shall be transferred to the juvenile court for correction. For anyone permitting a minor under that age to smoke cigarettes on his premises a fine of not less than $25 or more than $200 for the second offense shall be imposed. The same fines are fixed for any persons who sell or give cigarette tobacco or cigarettes to minors under 16 years of age.

The league met at the Palmer house and the draft of the ordinance was read by Justice Hurley, who together with Attorney La Monte, framed it.

Miss Gaston declared she had received numerous reports that many candy stores in the city are selling cigarettes without a license to small boys. She said the use of cigarettes among youths contributed largely to delinquency and was an incentive to other vices. She said that she had been asked by members of the council to draft the most drastic and sweeping ordinance possible against the cigarette and it would receive their hearty support.

STILL SENDING CIGARETTE PAPERS TO INDIANA.

Indianapolis, Ind., Jan. 8

Cigarette papers in large quantities are still being sent into the State through the mails, the recipient getting them for nothing. The anti cigarette law is more or less generally enforced and cigarettes are not on sale, but with these cigarette papers so available, everyone who wants to can smoke cigarettes. The mail carriers aren't stuck on the scheme as it means a lot of extra work for them.

FRANK NUSS, FORMER LEAF DEALER

Frank Nuss, a retired leaf dealer and a resident of Brooklyn for fifty years, died at his home, 84 Moffat street, after a long illness. He was born in Germany, August 16, 1839, and leaves a wife, three sons, a daughter and seven grandchildren. Interment was made in Lutheran Cemetery.

—Shields & Wertheim, cigar manufacturers, of Cleveland, O., are branching out, and are preparing to open an office in San Francisco, Cal., from which they will push their goods extensively on the Pacific Coast. The new office will be in charge of Fred P. Shields.

PROTEST FROM WISCONSIN.

Correspondent Writes Strongly Against Reduction of Philippine Tariff.

Milwaukee, Wis., Jan. 11.

The following interesting communication from a Milwaukee man shows what passage of the Payne bill would mean to Wisconsin:

"There is a bill now pending before Congress providing for a reduction of the duty on sugar and tobacco coming from the Philippine islands to one-quarter as much as from other foreign countries, and to remove the duty entirely after 1909. I will give you some reasons why the newspapers should editorially arouse public opinion against the tariffreduction:

"Wisconsin has now three factories engaged in the manufacture of beet sugar, a fourth one is building at Madison to be ready for next season, and a fifth factory, located at Menominee, Mich., secures 80 per cent of its sugar beets from this State.

"About 30,000 acres of land in Wisconsin are employed for growing sugar beets and about 10,000 farmers are engaged in the industry. These farmers have received this year upwards of $1,500,000 for their beets. The factories have paid upward of $500,000 for labor and additional large sums for supplies, many of which are also produced in this State.

"There is so question but what the industry is already of material benefit to the State, and, as the soil and climatic conditions are well adapted to growing sugar beets, the industry will naturally develop. I firmly believe that, unless prevented by tariff legislation, it will eventually become one of the leading agricultural industries of Wisconsin. The tobacco industry of the State is equally large and important.

"The Philippine islands now pay only three quarters as much duty as other countries, and any further reduction will positively endanger the promising sugar and tobacco industries of our State, while, if the pending bill becomes a law, the industry will be absolutely ruined.

"Claims are being made by advocetes of the bill that neither the sugar nor the tobacco industries can ever be developed to any extent in the islands. These claims cannot be borne out, for the reason that there are ample lands adapted to the growing of these crops and a comparatively large native population to supply labor. The labor in the islands costs less than one fifth of what it costs on our American farms, and products can therefore be grown there for much less money than here. Ocean freights from the islands to this country are exceedingly low—in fact, they are no more than rail rates from Chicago to New York.

"All continental European countries produce their own sugar and protect the industry with a prohibitive tariff against the sugar produced in tropical countries by cheap, semi slave labor, and the production of sugar in all of these countries has added materially to their welfare.

"The United States is a large consumer of sugar and its home production must necessarily add immensely to the prosperity of this county, as its benefits are widely distributed among the farmers, workingmen, and merchants.

"The proposed tariff reduction will mean a serious loss to this country. while benefits will not go to the native Philippine, but to the wealthy Spanish plantation owners in the Philippine islands and to the speculator, who will buy low priced government lands in the islands and exploit them with railroads that he can build with government credit under the Philippine railroad bill passed at the last session of Congress.

"The United States is now growing and manufacturing 600,000 ton of sugar, which require an outlay to farmers, workingmen and merchants of not less than $36,000,000, while the 2,000,000, tons of raw sugar imported from tropical countries by our seaport refineries and simply refined into white sugar require an outlay to workingmen and merchants of only $20,000,000. This shows what enormous benefits would accrue to this country if more sugar were grown and manufactured here and less imported.

"The proposed reduction on Philippine products is not in line with tariff reform. It does not reduce the duty on such articles of manufacture as this country is now selling abroad at a less price than they are selling for in this country. It is not reducing the tariff on articles manufactured by trusts or monopolies, but it is taking away the little benefit of protection that the American farmer now enjoys. Neither will make it possible for monopolies to get control of the sugar producing business and the American consumer will then pay more than ever for his sugar.

"I am convinced that if this question was properly understood the people would rise up in their might and defeat any administration that favored such adverse legislation.

R. G. WAGNER.

FERTILIZER HIGHER.

Connecticut Growers Will Have to Make a Change with the New Crop.

Hartford, Conn., Jan. 13.

It is probable that tobacco growers in Connecticut Valley will buy a different brand of fertilizer for this year, as cotton seed meal, which they have been using for several years has gone up from $27 a ton to from $32 to $35 with a prospect of further advance.

Hitherto tobacco growers have used cotton seed meal because of its high per centage of nitgrogen, but it is now evident that the same results must be obtained by the use of some other form of fertilizer. Suffield growers, so a local dealer said, have bought cotton seed meal in larger quantities than other growers, but they will not place orders for it this year unless there is a drop in the price.

Cotton seed meal was first put on the market as a food for live stock and is generally used for that purpose, the Connecticut Valley being one of the few places where it has been plowed under as a fertilizer. The rise in price is due to a larger export demand for the meal and lower prices are not looked for at present.

NO CIGARETTES IN KENTUCKY.

Text of a Bill Which Has Been Introduced in the Legislature.

Paducah, Ky., Jan. 13.

Following is the full text of the anti-cigarette bill which has been introduced in the Kentucky legislature and which will interest smokers and dealers:

"An act to repeal section 1277 of the Kentucky statutes, Carroll edition, 1903, and enacting three sections in lieu thereof.

"Be it enacted by the general assembly of the commonwealth of Kentucky.

"Section 1. That section 1277 of the Kentucky statutes, Carroll edition, 1903, be and the same is hereby repealed.

"Sec. 2. That it shall be unlawful for any person by himself, clerk, servant, employe or agent, directly or indirectly, upon any pretense or by device, to manufacture, sell, exchange, barter, dispose of or give away, or keep for sale, any cigarette, cigarette paper or cigarette wrappers, or any paper made or prepared for the purpose of being filled with tobacco for smoking; or keep or own or be in any way concerned, engaged or employed in owning or keeping any such cigarette papers or wrappers, and any person, for violation of the same, shall be guilty of a misdemeanor and upon conviction shall for the first offense pay a fine of not less than $25 nor more than $50 and cost of prosecution and stand committed to the county jail until the fine and costs are paid. And for the second and each subsequent offense pay upon conviction thereof a fine of not less than $100 nor more than $500 and cost of prosecution and may be confined in the county jail for any time not to exceed six months in the discretion of the jury.

"Sec. 3. That any person that makes a cigarette out of cigarette paper or cigarette wrappers and tobacco for himself or for another person shall be considered a manufacturer.

"Sec. 4. It shall be the duty of any sheriff, constable, town marshall, policeman or any arresting officer to arrest without a warrant any and all persons that they may find with a cigarette or cigarette material in his possession and take him forthwith before some magistrate who shall swear the person so arrested and compel him to tell where he obtained the cigarette or cigarette material; and if he fails or refuses to tell where he obtained it, he shall be considered a manufacturer and shall for the first offense pay a fine of not less than $25 or more than $500 and stand committed to the county jail until the fine and costs are paid, and for the second and each subsequent offense pay a fine of $50 nor more than $500 and stand committed to the county jail until the fine and costs are paid and the officer making the arrest shall be entitled to 50 per cent of the fine in addition to his regular fee."

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
Importers Manufacturers
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 N. 3d
PHILADELPHIA

LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Y&N
257 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

A LITTLE SPIEL ON TEMPER.

One of those peculiar coincidences that we all wonder at so often happened the other day. I was standing in a New York hotel talking to a friend of mine about various matters and the conversation finally touched upon the number of deaths in the trade lately. We spoke of several mutual friends who have lately crossed the Great Line and suddenly a name flashed into my mind that I hadn't thought of for years.

I haven't the slightest idea what made it occur to me, for I hadn't seen the man himself for a long time, and while we used to be more or less intimate as young salesmen together, we had drifted quite apart.

"By the way," I asked, "do you know what ever became of Ben G——?"

"Why, occasionally, I see him," was the answer. "I think he's manufacturing in some small town somewhere, and selling his goods on the road himself."

Just then the revolving door swung around and a man strode along the lobby to the desk. My friend uttered an exclamation: "By George, speak of the devil; there's your man, now."

I stared and saw that it was the truth. He hadn't changed much except that he looked more peaceful and settled. Ben used to be the most tempestuous acquaintance I had. When he got mad he'd want to kill everybody in sight.

After he had registered I went up and held out my hand and he knew me right off. We shook away there like a couple of pump handles and he refused to let me go. Se we had dinner and a long talk and then went to the theatre and talked some more. It seems he has settled down as the proprietor of a small but industrious factory in Pennsylvania and was doing good work.

And now I'm getting to the point of this article. While coming out of the theatre, a drunk bumped sharply into Ben, who gave him a gentle push. The fellow resented it, and glaring at Ben, exclaimed. "What the —— is the matter with you?"

Ben didn't say a word, but just looked the man over with such a contemptuous size up that it made the yahoo madder than ever. He handed out a bunch of such filthy epithets that I fully expected Ben to throw him into the gutter. Instead, he looked the creature in the eye and remarked in a quiet voice: "My friend, you are indecently drunk. Take a word of advice and go to bed. Otherwise you're likely to get yourself beaten up before morning."

The fellow stared at him for a minute and staggered off. We went to cozy little place I know of for supper, and I couldn't talk much at first for thinking.

The Ben I used to know would have sprung at the man like a tiger, and regardless of the fact that he was drunk, would have half killed him. Time and time again I have seen him when he had no control of his voice and could only make hoarse sounds; and over some fairly trivial thing at that. Once in a slight altercation over a billiard score the blood leaped to his face and he dragged out his pocket knife and jumped for the other man.

All his old friends knew his weakness, and knew that, normally, he was the best fellow in the world, ready to make any sacrifice for a friend, just as he would be ready to kill him in one of his blind rages.

I thought over all this, and after I had seen the waiter spill something on Ben's sleeve and go away unrebuked, I finally mustered up courage to ask him about it.

"We used to know each other pretty well, didn't we, Ben?" I asked him. "We knew each other's faults and virtues, and neither could hot air the other much. Now, I don't want you to think I'm trying to butt in, if I ask you something, but I'd certainly like to know."

"Don't mind me," answered Ben, cheerfully, "go as far as you like."

Then I reminded him that he used to have a pretty fierce temper and that it wouldn't have taken anything like as much as had happened that night to start it going. On the contrary he had been as cool as a cucumber, and not only that, but had the general appearance of a man who never let anything at all roil him.

"Neither I do," responded Ben. "I'm one of the sweetest tempered men in the world." He fell to musing a minute, and his face sadened as he evidently recalled some of the old days.

"After we got away from each other,"

(Concluded on page 7).

FOLDING PAPER BOXES
For Packing
Cigars....
Cigarettes
Clippings
Edwards & Docker Co.
16-18 N. 5th St.--PHILADA.--501-503 Commerce St.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.
Pathfinder
W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE following communication has been received from a prominent retailer in his own community, who judges rightly that some of his experiences and opinions will be of interest to other dealers, and may lead to an interchange of suggestions and ideas.

This dealer is doing a prosperous business, and has built it up by painstaking methods which are in most part the result of varied experiences. He does not care to have his name used, as he does not wish to appear as a know it all. His comments are very interesting, however, and it is hoped will call forth a general expression of opinion. He writes as follows:

Editor Tobacco World:—I have read the page in your paper entitled "Realm of the Retailer" for a long time, and while I have not agreed with all of the many suggestions which it has offered, I have been much interested, and frequently helped in my business.

I think it would do a great deal of good if some of your subscribers among the retailers would write letters concerning the problems of their own business, and telling of the plans they have tried and their methods of doing business, so that, by the interchange of ideas, everyone would be more or less benefited.

I accordingly write you about my own business, which, naturally is a very interesting and important subject to my own mind, and I would ask space in your columns for it, if convenient, and the matter seems worthy.

I want to say first, that I have made a new rule this year, and that is to clean out the loafers. Like many another store, mine has been a favorite lounging spot during certain hours of the day and evening, for a number of my customers who buy cigars or smoking tobacco and stay around to smoke them and chat.

They are all good fellows and perfectly harmless, but I do not pay a lodging house license, and I became convinced some time ago that these loungers do harm. I believe they keep away many a casual customer, who doesn't like to break into a curious crowd if he wants only a single cigar or a package of cigarettes.

So I am gently hinting to these fellows one by one, as I get the chance, the way I feel about it, and so most of them are good enough fellows to take it in the right spirit. Of course I don't want a man to hurry right out as soon as he lights his cigar, if he don't want to, but I don't want them to gather in groups and sit around talking in a more or less loud tone. One or two young chaps have got mad and left in a huff, but I figure up their trade didn't amount to enough to make any particular difference.

I want to tell you of a scheme I'm going to try in a couple of weeks or so, which I believe will be a winner. I've got a pretty large sized window, and I've always taken a good deal of pains to have it dressed up in as good shape as can be done outside of expert work. As near as I can, I've checked up those windows which seemed to bring the best results, and tried to find out just what features were in those that were not in the ones that didn't seem to make out so well. Now I'm going to get some more window ideas without it's costing me much.

My plan is to offer a box of cigars as a prize to the customer who shall submit the best general rough plan for a window display—that is, supply ideas that we can readily grasp and carry out. I'll give them about a month to do it in, and give each man who buys, say a quarter's worth of stuff, a chance at the box of cigars. He can have as many chances as he spends quarters, and as I won't ask him to turn in anything elaborate, I expect some of them will submit several different plans.

I expect to get a window dresser in one of the big department stores, or perhaps two or three, to act as judges, so that the decision will be perfectly impartial.

I figure out that I won't get my money back on extra sales, but I attract a lot of interest in my store, very probably secure several new customers, and get a great many valuable ideas for future window displays that would cost me a good deal to get any other way. As I am a firm believer in the window display, I don't see how I can lose. If I put the thing through all right, I shall probably let you know how it turned out.

Now I'll tell you of a mistake I once made. I take credit to myself that I did it reluctantly and against my better judgment, but it will never be repeated, and I tell about it in the hope that it may prevent some other dealer from making the same mistake.

An agent for advertising literature called on me one day and nearly talked the ears off me. He had a line of more or less suggestive picture cards and reading matter, on which the dealer was supposed to have his name printed and then distribute them to his customers. I didn't much like the looks of such things, although I don't teach Sunday School, but the solicitor wouldn't allow me a word.

"I tell you they're the greatest seller you can put out," he assured me. "Anything that's a little spicy, like this, will go farther than any other kind of stuff, and you'll find lots of people you never saw before coming around after these things, and your regular people coming in right along to see if you've got any new ones."

He talked along that line for about an hour, and so I finally agreed to take a lot of the mildest ones, which were bad enough at that. I thought I was never going to hear the last of them. Every red eyed, pimply youth in town seemed to spot my store and came in with a nasty grin, evidently with the idea that I had worse stuff under the counter. Some of my solid customers showed that they were disgusted, and I was mighty sorry I had listened to the solicitor, especially when some youths, thinking they detected a fellow feeling, began to show me other things of the same sort that they carried around in their pockets. I promptly stopped that style of advertising, and you'll never find me guilty again. I tell you, it doesn't pay to cater to that sort of trade.

I have seen something in your paper about the chances a dealer has of making a success of private brands. For my part, they never seemed to go in this store. I have gone to the trouble and expense of getting up special packages and have tried to push them with my regular customers, and while they were always willing to buy one or two, they mostly went back to the brands they had been in the habit of smoking. I have found out that the average smoker is suspicious of anything he doesn't see advertised, or in every cigar store he goes into.

I don't think that the quality of the cigar has much to do with it, for I have known positively that some of the cigars I have had made for me have been better than some of the well advertised cigars, and it was impossible to convince the customers who smoked the latter of that fact. I look at the private brand business in this way. A dealer goes to the expense of getting up the cigar on an uncertainty He has no means of knowing whether he will sell any of them, and they may be a dead loss on his hands, whereas when he sells well known brands, he doesn't sell them until their manufacturer has taken that risk. Of course it would be very nice if a dealer could make up his stock of his own stuff, but I believe that only in exceptional cases, and by extraordinary good luck, could it be done.

I have tried to make a great feature of my box trade, and by sticking at some of my customers I have got them to buying their cigars by the box, when they never used to think of it. It certainly is a fact that a man smokes more if he has a box of cigars than when he buys them singly or by the quarter's worth. At least he gets rid of them quicker, for I have kept tabs before and after, and I have found it to work every time. And once a man has begun to buy his smokes that way, he'll never go back to the other way. I have more credit accounts because of this way of doing business, but I have very little trouble with bad debts, and I am very careful what sort of a man I let run into me for much.

Now I'll conclude by speaking of some little matters. For one thing, I always have matches handy on the counter. Many men, even after they have patronized the lighter, like to put three or four matches in their pockets, to have handy. It doesn't cost much, and I know it's appreciated. I have known some dealers who were stingy that way and showed it, and I know it did them a lot of harm.

I have got a clock in my store that I take pains to see is always absolutely right, so that my customers have come to depend on it to set their watches by. I have got a standard thermometer outside the store that is a point of interest both winter and summer; I have filtered water in the store all the year around for the use of my customers; I have a telephone, which, of course, is a pay station, and I have a directory, and a little sign in the window which says "Directory inside."

And for a last thing, my store is always brilliantly lighted at night, for I know how the average man hates a gloomy place. I don't say my store is perfect, for I know it is far from it; but I am doing a nice little business with a set of customers who are satisfied to deal with me, and as I gain new ones all the time, I believe I am on the right track. I am always ready to try suggestions, however, and that is why I say I should like to hear from other dealers.

And now, if you will pardon this long letter, I will close by once more expressing the hope that it may bring others.

New York City. J. A. M.

ANOTHER PLEASING EXHIBIT AT THE NEW YORK SHOW.

This is the artistically arranged booth which the Retail Cigar and Tobacco Dealers' Association had at the Tobacco Show in Grand Central Palace, New York. The display was made up largely of the handsome premiums which the Association offers on its goods, and the picture gives an idea of how really desirable some of these are.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

PleaseMention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5)

he went on, thoughtfully, "I kept plugging along on the road and was soon given a new territory. "I don't have to tell you what my insane temper used to be. On the old beat, I was among my friends, Lord love them, and they made allowances for me. On the new one I was thrown among strangers who took me just as I was. I made friends, but I made a lot of enemies. When I would fly out like a wild man at some chap, who couldn't understand in the least what he'd done, he'd act afraid of me afterward. You know it was all over with me in about two minutes, and I could see the air of constraint.

"Some of them bore malice, and it hurt my trade. Then my health began to fail a bit, and each one of those fits was a terrific strain on me. I began to get so I wasn't any good to myself or anybody else. And then one night in a little Western town I ran into Jack Burleigh, who you remember was a good deal of a bear with a sore head. He had a grouch on that night and he roared around at the servants in the hotel tell I felt ashamed and disgusted for him. And the same night I acted up myself over nothing, and that was the last straw.

"I had a plain talk with myself and I swore that no matter what happened I would take things coolly. 'I'm as good a man as the next,' I argued, 'so why should I let them rattle me.'

"I tell you it was an awful battle, and I often had to turn on my heel and walk away from a man without any explanation. But I soon discovered that when I had succeeded in waiting a little while without allowing my temper to surge up to my ears, I at once saw how ridiculous it would have been to fly around like a rooster over such a small matter.

"I never think of getting mad, now. When I see a man fuming around, saying things he wouldn't dream of meaning in his sane senses, I can't help laughing at him. I feel superior to him. When a man starts to quarrel with me, and he loses his temper and I don't, I know I'm a better man than he is, and while he's spluttering away I feel miles above him. 'That's what I used to look like,' I say to myself, and I feel like a fine, old, white-haired boy.

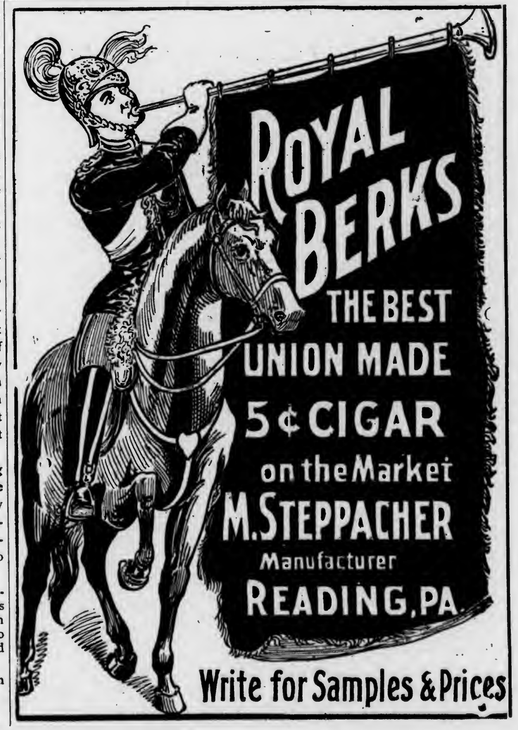
"I meet salesmen on the road every day who could take a leaf out of my book to their advantage. Naturally the life of a drummer is not conducive to equanimity of temper, but if they only knew it, even when something has happened to a man which makes him feel that he has a right to get angry, he feels better if he don't let himself go.

"The young fellows that are hurrying around with sample cases today, have the impatience of youth, they're overly quick to resent a supposed slight or insult and they work themselves into a ferment for which there is absolutely no necessity.

"Take the tip from me," said Ben impressively, "the man who don't lose his temper will do a lot more business than the man who does. For the man who don't is the man who has presence and readiness of mind."

And there's many a true word spoken at the supper table after the theatre.

THE OLD SALESMAN.



E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

S. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
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Correspondence solicited with large handlers. Write for Samples.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

STATUS OF THE HAVANA MARKET DURING 1905.

Last Year's Crop Shows an Increase Over That of 1904 of 40,000 Bales. Practically Certain Now That There Will Be No New Crop To Speak Of. Too Late Now To Hope.

Special Correspondence of The Tobacco World.]

HAVANA, Jan. 8, 1906.

The following statistics are herewith presented to the readers of The Tobacco World, as far as the Havana market was concerned during the year 1905:

	Bales	
Stocks on hand, Jan. 1, 1905, at Havana, of all kinds of leaf, as per my report of Jan. 9, 1905,	90,000	
Receipts from the country from Jan. 1 to Dec. 31, 1905, at Havana	479,328	
bales	569,328	
Sales reported by me at Havana from Jan. 2, to Dec. 31, 1905	386,280	
Receipts from the country during the year, which went direct to the local manufacturers, and a few American exporters, and therefore are not represented in the weekly sales	136,192	522,472
Balance of stock on hand of all kinds of leaf at Havana Jan. 1, 1906, as ascertained from the various dealers, first hands only		46,856

The 1905 crop can now be estimated as follows:

	Bales
Receipts from the country by railroad, steamers and sailing vessels at Havana, Jan. 1 to Dec. 31, 1905	469,328
Receipts by carts (bundled tobacco packed at Havana and in bales) from nearby points, estimated	10,000
Estimated stocks in the country in farmers' hands, Vuelta Abajo and Partido	8,973
Eastern end of the island, partly in hands of farmers and dealers and exported direct from such ports as Santiago, Manzanillo, Gibara, Caibarien and Cienfuegos, estimated	20,000
	508,301
Less received from the 1904 crop at Havana up to April 1, 1905	25,301
Total 1905 crop of the whole island, estimated	483,000

Or say, in round numbers

	Bales
Vuelta Abajo, about	265,000
Semi Vuelta, about	25,000
Partido, about	58,000
Remedios, about	120,000
Mayari, Yara, Gibara and Manicaragua, (shipped from Cienfuegos)	15,000
Total	483,000

In comparing the 1905 crop with the one of 1904 it shows an increase of 40,000 bales in last year's crop, while the stocks in first hands have decreased a trifle over 43,000 bales, which indicates an increase in the consumption, although perhaps manufacturers, as well as dealers in the United States may carry larger stocks than the previous year.

It seems that the crop news, like Banquo's ghost, will not be downed, and the daily press is full of notices as regards the additional fresh damage done through continuous heavy rainstorms and inundations, particularly in the lowlands of the Vuelta Abajo.

Nobody believes now that there will be any crop to speak of, from what was planted previously, because even the little part which may have been saved will be so washed out and devoid of quality that it may not be worth while being assorted and packed into bales. Besides there is a fear that if an attempt should be made to pack this class of tobacco the leaf might go to pieces during the fermentation process. The only hope is that the spring may be delayed and that the attempts made to raise new seedlings, replanting them next month, will have sufficient favorable weather to grow to maturity, be harvested and dried in seasonable weather, and thus give us at least part of a filler crop of Vuelta Abajo, because as far as wrappers are concerned, it is already too late in the season to have any hopes whatever.

Partidos may possibly furnish a few wrappers, and as far as Remedios is concerned there is at least some chance of raising part of a crop in better condition, provided the weather clerk should smile sufficiently.

The market this week has been exceedingly animated, as besides the local manufacturers and the United States buyers in town, several houses have been buying up all desirable classes of leaf, notwithstanding the constantly rising prices.

Of course what has been bought upon speculation by some of our dealers does not really affect the market situation, as far as the amount of stock on hand is concerned, as it is simply a shifting from one hand to another, although it is confidently believed that when the expected wave of buyers strikes town it will not take long to exhaust the existing supply.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Gregorio Obeso
Candido Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
Packers and Importers of Vuelta Abajo, Partido and Remedios
Havana Tobacco
165 Front Street, New York
HABANA OFFICE: Neptuno St. 172. Deposito: San Ambrosio Stores.

E. A. CALVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: CUMBAYA. Habana

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDOO HABANA, CUBA.

JOSE F. IRIBARREN,

Packers and Exporters of Havana Leaf Tobacco

Vuelta Abajo and Partidos a Specialty

Escobar 162, Bet. Salud & Reina, Havana, Cuba

Special attention paid to tobacco suitable for the American market.

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

MANUEL LAZO

Almacenista de Tabaco en Rama

Remates a Specialty

English Spoken — Telephone 6146

199 Manrique — HAVANA

JOSÉ MENENDEZ

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Cable: CAMORNS Habana, Cuba

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 — HABANA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

Established 1834

POR LARRAÑAGA

Trade Mark Redistered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero

PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

Offices: Belascoain, 2 B,

P. O. Box 374. HAVANA, Cuba.

Cable Address: Larranaga, Havana

Codes used: Lieber's Standard (Ed. Espanola) A B C 4th and 5th edition.

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114, Habana

(P. O. Box) Apartado 270. Cable: ZALEZGON.

As far as Remedios is concerned, with the exception of one Spanish house, buyers cannot expect to find any goods at all unless they appeal to the American exporters, who still carry some stocks.

Sales

were in all 13,837 bales, consisting of 11,917 bales of Vuelta Abajo, 835 of Partido and 1,085 bales of Remedios. For the American market 3,887 bales were purchased, while home manufacturers, and speculators bought 9,950 bales.

Buyers Come and Go.

Arrivals: Frank Dominguez, of E. A. Calvas & Co., and Charles Crawford, of Dohan & Taitt, Philadelphia; G. W. Nichols and A. Artolozaga, of G. W. Nichols & Co., Key West and New York; Enrique Pendas, of Y. Pendas y Alvarez, Tampa; David del Monte, D. Hevia, Victor Suarez and A. Montanez, of New York, and Rocco Gangemia, of N. Gangemia & Co., Utica, N. Y.

Departures: Faustino Lozano, for Tampa; A. Montanez and Geronimo Perez, for New York; Frank Dominguez and C. C. Rosenberg, for Philadelphia.

Havana Cigar Manufacturers

are all busy and there is no lack of orders, the only fear being that some of the smaller manufacturers may later on be hampered in finding enough raw leaf to continue all the year, unless a miracle happens as far as the coming crop is concerned. All the large local factories which have sufficient capital to take Time by the forelock in purchasing sufficient supplies for the next eighteen months, will have clear sailing until the 1907 crop should be ready for working.

H. Upmann & Co. shipped 460,000 cigars during the past week, and purchased 800 bales of Vuelta Abajo additional for their H. Upmann factory.

Partagas operated heretofore by the firm of Cifuentes, Fernandez & Co., and whose contract expired by limitation on the 31st of December, 1905, has just signed another contract leaving the firm name unchanged. Don Juan Bances, who had been a silent partner up to the end of last year, has, however, stepped out of the firm. The question at stake really was, whether Don Ramon Cifuentes or Don Juan Bances should have the main control, and in order to decide this, sealed bids were handed by both these gentlemen to their lawyers, and were opened on the 2d day of January According to a report published in the Diario de la Marina, Don Ramon Cifuentes exceeded the bid of his former partner by $110,000. This gives the smokers of the famous Flor de Tabacos de Partagas y Cia the assurance that there will be no change in the working of this factory, as Don Jose Fernandez, as well as the popular foreman, Don Eustaquio Alonso, will remain with Don Ramon Cifuentes, and everything will work harmoniously as heretofore.

Por Larranaga, Ramon Allones and Cruz Roja, Sol and Eden have commenced the new year well, being busy and lacking no orders.

Buying, Selling and Other Notes of Interest.

It is stated that the trust has bought 4,000 bales during the past week.

Bruno Diaz & Co. were sellers to the extent of 1,500 bales of Vuelta Abajo and Partido.

Jose Suarez & Co. are reported to have purchased 2,000 bales of Vuelta Abajo for their customers.

Antonio Suarez sold 1,300 bales of Vuelta Abajo.

A. Montanez bought 800 bales of all kinds of leaf and I hear from good authority that while he was obliged to pay very stiff figures he secured the very best classes of tobacco still to be found in our market.

Rodriguez Bautista & Co. disposed of 800 bales of Vuelta Abajo and Remedios.

The well known leaf firm of Rabell, Costa & Co. has just issued a circular that their leaf business will in future be conducted under the style of Rabell & Costa.

Jose F. Rocha closed transactions amounting to 740 bales of Vuelta Abajo.

Faustino Lozano increased his purchases still further when he heard the bad crop news, and his total operations exceeded 2,000 bales.

Jose Menendez turned over 449 bales of Vuelta Abajo.

Frank Dominguez, whose arrival I have accidentally omitted, as he has been here nearly three weeks, and who left by the steamer Monterey, has made excellent use of his time, as I hear he has increased

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. BOX, 595. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

the stock of E. A. Calves & Co. by over 1,000 bales.

Aixala & Co. sold 400 bales of Vuelta Abajo and Remedios.

C. C. Rosenberg, who at first felt averse to paying the asking prices, finally came to the conclusion that if he wanted to keep his factory running he would have to pay what the dealers were asking, and thus has secured a large number of choice vegas.

Loeb Nunez Havana Co. disposed of 380 bales of their fine stock of Remedios to Northern buyers.

Geronimo Perez, who has been connected for many years with the firm of Gonzalez, Mora & Co., of Tampa and Chicago, has finally amicably severed his connection and will start in the leaf business on his own account. He has just left for new York by steamer Monterey, to visit the numerous personal friends whom he has all over the United States.

Sobrinos de A. Gonzalez report sales of only 300 bales of Vuelta Abajo, although I heard it stated that they were still in treaty upon some larger contracts.

G. W. Nichols, ably assisted by Mr. A. Artolozaga, has made some excellent purchases of Vuelta Abajo and Partido.

Perez, Obeso & Co. were sellers to the extent of 288 bales of Vuelta Abajo.

Manuel Martinez, commonly known by the name of "El Bolero," has been a bold and successful speculator, having acquired fully 5,000 bales when the crop news began to look serious. He is content, however, in turning over his goods with a small profit, believing in the maxim, "live and let live."

Suarez Hnos. disposed of 170 bales of Vuelta Abajo.

Manuel Lazo closed the very last of his holdings of Vuelta Abajo, amounting to 150 bales.

J. M. Garcia & Co. were sellers to the extent of 150 bales of Vuelta Abajo.

Jose F. Iribarren turned over 150 bales of Vuelta Abajo.

A. M. Calzada & Co. disposed of 100 bales of Vuelta Abajo.

Receipts From the Country

	Week Ending Jan. 6.
Vuelta Abajo	758 bales
Partido	41 "
Matanzas	1 "
Remedios	206 "
Total	1,006 "

VERITAS.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, Jan. 16, 1906.

Our retailers are fairly busy, many of our down town stores are still doing a nice box trade, and all kinds of novelties are selling well. Turkish cigarettes of the better grade and clear Havana short smokes seem to be gaining in popularity, and many of our prominent retailers are now featuring their own brands of these short smokes that retail at 20 and 25 cents for a package of ten.

Banded cigars still reign, and in looking over a cigar case about all one can see is the banded cigar, from the stogie to the imported product.

* * *

With our leaf merchants the prospects of a good early business are very bright. Most of our packers and small dealers were spending the past week in Connecticut, buying the 1905. Much of it is hail cut and pole burnt, but there is plenty of desirable leaf there awaiting the man who will pay the price. The loose leaves and poorer grades of the crop also have a good market, and our exporters are ready purchasers.

* * *

The cigar manufacturers are all busy and working full forces; many are still behind on orders from the past year. Cigar drummers have all started out and are doing a nice business. Many of the large factories have secured enough Havana to last them through the year, and many of the smaller factories will find it hard, later on, to secure the desired leaf at their price.

Charles W. Salomon, of the De Florida Tobacco Co., packers of Florida and Georgia tobaccos, reached home Saturday from a trip to Pennsylvania. While there Mr. Salomon put through a few good deals.

A. Arens, a leaf dealer at 178½ Water street, has been in Connecticut this week, purchasing some of the new crop. Just before leaving, Mr. Arens sold a lot of several hundred cases of 1905 tobacco to an exporter here at 6½ cents. Mr. Arens deals extensively in shade grown Connecticut, and still has on hand a few hundred cases of these wrappers.

The Knickerbocker Cigar Co., of 98 Columbus avenue, has opened a down town branch store, at 129 Liberty street.

Aaron J. Bach, of Elias Bach & Son, was on Tuesday re elected a director in the Market and Fulton National Bank. This bank has a large number of our leaf dealers and cigar manufacturers among its depositors.

Emphatic announcement is made by the Waldorf-Astoria Segar Co. that not a drop of water got into the vaults in the Waldorf-Astoria Hotel, as erroneously stated in several daily newspapers, in connection with the flood caused by the bursting of a water main in Fifth avenne.

Herman Harris, a leaf tobacco broker, 362 West 19th street, formerly a leaf dealer at 126 East 4th street, is about to file a petition in bankruptcy, with liabilities of $5,000 and $1,855 of assets. Mr. Harris failed in 1892.

L. Miller & Sons expect to be moved into their new uptown quarters by the first of February. They are now placing bands on their Grumbler 5 cent cigar, to prevent substitution.

Louis Leopold, of J. Leopold & Son, got home Saturday from a week well spent in Philadelphia.

Watch
This Space
NEXT WEEK
for the Announcement of
HAMBURGER BROS.
& CO.
226 Pearl Street,
NEW YORK
CITY

David Kalberman, with Jos. Hirsch & Sons, has been calling on the cigar manufacturers in York, Pa.

Bob Uhler, with H. Duys & Co., the Sumatra house, is also showing his samples in York county, Pa., this week.

Joe Abrahams, of Maiden Lane and Pearl street, has been canvassing many of the small towns in Jersey last week, and came home Saturday with a bunch of orders.

Sam Marcuson, the Turco-American Tobacco Co.'s new salesman, is calling on the trade in Boston this week, and is working mostly on the Turkish Herald, his firm's new package.

A petition in bankruptcy has been filed against Harriet S. Thistle, dealer in cigars and tobaccos at 675 Columbus avenue, by Emanuel J. Frisch, a creditor for $770. It is alleged that she is insolvent and transferred merchandise and accounts of $1,000 and removed a large part of her property. The assets, it is stated, are about $2,200, consisting of stock and fixtures, $1,200, and accounts, $1,000, and it is also stated that she has transferred $1,500 of assets to J. F. Dans, Jr.

Sol Hamburger, of Hamburger Bros. & Co., is at present in Cuba, where he went to see the extent of the damage caused to the tobacco crops by the recent heavy rains.

Isaac Regensburg, the well known clear Havana cigar manufacturer, was badly injured on Thursday in a railroad wreck in St. Louis, Mo. He received two severe scalp wounds and had his right arm gashed.

F. Werner Meyer, 70 years old, and for many years in the employ of the government as a tobacco inspector, but who retired some time ago, died in Bloomfield, N. J., Wednesday night, from heart disease. A widow and two grown children survive him.

Ferdinand Wasserberger, leaf dealer, of 707 Westchester avenue, New York, has failed, with liabilities of $2,439 and assets of $1,063. The assets consist of stock in trade, $700, and bills receivable, $127. M. Zutty, 128 Maiden lane, is the principal creditor, $348 being the amount of his claim. Mr. Wasserberger was formerly a bookkeeper for Henry Friedman, a leaf dealer here.

A cigar dealer, known both as James Fraiser and William Eling, committed suicide Thursday morning at his home, 303 West 21st street, by diving from the roof of the five-story tenement. The act was witnessed by scores of people in the neighboring tenements. The man had been suffering from nervous prostration.

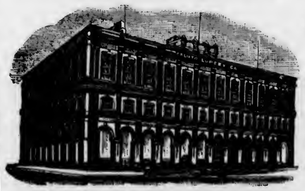
The Imported Tobacco Manufacturing Co., of 57 West Twenty-sixth street, makers of the celebrated Prize Cup and Regatta Turkish cigarettes, plain, silk and cork tipped, the Prize cup a 25 cent package, and Regatta, a 15 cent package, has these brands for sale at all our leading hostelries. The new Hotel Belmont has placed a nice sized order for both of these brands. H. N. Latner, the able city salesman, is a hustler in every respect and his untiring efforts have been the means of placing these brands on a good footing throughout Greater New York.

Roseno Bros., manufacturers of the

(Continued on page 18.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Hinglit"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ELIOT SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1881 Incorporated 1902

—THE—

TOBACCO WORLD

Published Every Wednesday

BY THE

TOBACCO WORLD PUBLISHING CO.

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PHILADELPHIA, JANUARY 17, 1906

PHILIPPINE BILL PASSES THE HOUSE

At the time of going to press, the Philippine bill has just passed the House. Debating has been more or less brisk and the preponderance of speech seems to have been in favor of the bill. Apparently, many of the Representatives on that side, believe sincerely that the tobacco interests would not be harmed by the reduction of tariff and ultimate free trade, and have based their actions accordingly.

The final fate of the bill is still uncertain, of course, but Chairman Payne has made a statement in which he confidently predicts its success. Perhaps the wish is father to the thought. At any rate, Chairman Payne and Secretary Taft are brothers on this question, and anything but unprejduduced. The only thing to do now is to await the action of the Senate.

A TREMENDOUSLY WRONG IDEA.

One of the Tobacco World's subscription solicitors struck a rather discouraging day not long ago, and came in at night weary and blue. He said that the tobacco trade must be booming beyond all precedent, as most of the people he had struck that day were too busy to think of reading trade papers.

It seems that a number of his "prospects" had turned him down for that reason, and that reason only, and had shown him piles of back numbers of other papers and magazines from which the wrappers had not been removed.

"I'd like to take your paper," was their line of talk, "but if I can't find time to tear the wrappers off the ones I get now, wouldn't I be foolish to spend good money to add to the bunch?" "And," helplessly asked the solicitor, "what was I to tell them? I haven't got any answer to such a condition as that."

But there is an answer, and an extremely forcible one. A trade paper may not be the most important accessory to a business man, but it is well up among the important ones, and it is a safe prediction that the man who is too busy to read the paper of his trade will soon find that he has plenty of time to read that and most of the latest novels—if he has money enough left to buy them

In the first place, not one of these men who cry "no time to read it," would dream of passing a day without going through at least one daily paper. A man ought to keep himself informed of what is occurring about him, but his business benefits not one whit from his absorbed perusal of the murders, suicides, divorce cases, etc., which occupy as much of his time each day as would be required to assimilate his trade paper once a week.

But after all, that is not the important point. To assume that he could possibly be wasting valuable time when he devotes that time to reading trade news, is to at once assume that the trade journal has no excuse for existing. It either is a help to the trade or it isn't, and if the trade hasn't time to be helped what has it time for?

Competition has reached a very keen point. The man who would succeed must be alive not only to what is going on in his own business but to what his competitors are doing. He must know what goods are being advertised and how they are being advertised. He must know of the changes that are taking place about him, so as to be prepared for anything which might affect him. If he is an independent he must know what the American Tobacco Company is doing.

If he doesn't know these things, if he doesn't know "where he's at," he is hopelessly lost in the race. And how is he going to know them if he doesn't get the information from the paper whose business it is to presentsuch information? Is he to depend on gossip, twisted, distorted, always unreliable? Why, the subscriber to a trade paper would more than get the value of his money from simply reading the advertisements. How he can be such a Rip Van Winkle as to suppose he is wasting time in that direction is a mystery.

But it is a noticeable fact that those subscribers who renew their subscriptions with the frank admission that they "can't do without the paper" are the ones who are near the top in their own lines of the trade.

PHILIPPINE BILL PASSES THE HOUSE.

Vote of 258 to 72 After Long Argument on Amendments. Many Tobacco Republicans Lose Their Nerve at the Last Minute. Debate on the Bill Closed Monday Afternoon.

Washington, D. C., Jan. 16.

The Philippine bill passed the House this afternoon by a vote of 258 to 72, following lengthy argument on the amendments that were offered. Many of the tobacco and beet sugar Republicans who had announced their intention of voting for the bill, flunked when the decisive moment came and went meekly along with Chairman Payne.

The bill was almost in the form reported by the committee, although a few minor amendments were accepted by Representative Payne. One of these puts rice in the class of Philippine products with sugar and tobacco, which must pay 25 per cent of the Dingley rates on importation into this country.

The honor roll of those who voted against the bill is as follows:

Adams, of Wisconsin; Babcock, Bishop, Bonynge, Brooks, of Colorado; Brown, Campbell, of Ohio; Cassel, Darragh, Davidson, Davis, of Minnesota; Dixon, of Montana; Dovener, Dresser, Driscoll, Dunwell, Ellis, Fasset, Fordney, French, Gardner, of Michigan; Gillett, of California; Goebel, Gronna, Hayes, Henry, of Connecticut; Higgins, Hogg, Howell, of Utah; Senkins, Keifer, Kinkaid, Knoxland, Lafean, Lilley, of Connecticut; Lilley, of Pennsylvania; Loud, McLachian, McMorran, Minor, Mondell, Mouser, Nevin, Norris, Rhodes, Smith, of California; Samuel W. Smith, William Alden Smith, Smith, of Pennsylvania; Sperry, Stafford, Townsend, Tyndall, Wanger, Webber, Weems, Young.

The Democrats were Aiken, Broussard, Burgess, Clark, of Florida; Davey, Gillespie, Lamar, Lindsay, Meyer, Moon, of Tennessee; Robertson, of Louisiana; Slayden, Sparkman and Watkins.

The bill admits all articles wholly the growth or product of the Philippines, except rice, sugar and tobacco, into the United States free of duty, and provides for free trade between the United States and the Philippines after April 11, 1909, the date of the expiration of the clause in the Paris treaty of peace which gives Spain the same treatment with regard to Philippine trade that the United States enjoys.

As soon as the bill was taken up in Committee of the Whole, Representative William Alden Smith, of Michigan, who had been called the Marshal Ney of the beet sugar men, offered an amendment making the duty to be paid on sugar and tobacco 60 per cent of the Dingley rates instead of 25 per cent. He argued that the Payne bill would never be effective except as doing harm to the Filipinos. The reason was the Brussels convention.

Mr. Payne replied: "The ghost of the Brussels convention was trotted out with great solemnity before the committee during the hearings," he said, "but before we finished the hearings there was not a shred of that ghost left. Now in the last hour of this long debate comes the Marshal Ney of the beet sugar men and proclaims himself the friend of the Filipino. God save the Filipinos from such friends."

On the vote about seventy Republicans stood up for the amendment, and the others voted with the Democrats, beating the amendment 197 to 73.

Mr. Fordney, of Michigan, tried an amendment, which was beaten, and Mr. Pujo succeeded in taking care of his rice growing constituents. Mr. Slayden, of Texas, offered a variation of the McCall amendment, and it was ruled out.

Amendments offered by Representatives McCall and Pou were defeated. Mr. Williams, the Democratic leader, then offered an amendment striking out that part of the bill providing that sugar and tobacco shall pay duty, the object being to admit everything from the Philippines free.

"This amendment, if adopted" he said, "would give the majority a consistent bill. It would also give the recalcitrants of that party an opportunity to unite with that organization."

"I thank the gentleman from Mississippi for his offer of assistance," said Mr. Payne, "but we think we can struggle along without his aid."

Champ Clark then asked:

"Does the gentleman think he can struggle along without the aid of our votes to pass this bill?"

A howl went up from the entire House at this, and, for a moment, Mr. Payne had nothing to say in reply. Then he recovered himself and said:

"I think that is very impertinent."

After the Williams amendment had been beaten, 170 to 68, Mr. Clark offered the amendment for which all the spectators were looking as the occasion for the insurgents to show how many they were. It was to reduce the differential on refined sugar. It had been expected that the amendment would seek to repeal the differential entirely, but Mr. Clark announced that after consultation with his friends on the other side, meaning some of the insurgents, he had concluded to make it a cut only of from $5.30 a ton, which it is now, to $2.80 a ton, a reduction of $2.50 a ton. Mr. Clark argued for his amendment that although it would not kill the sugar trust, as he would like to do, it would help the consumer a little by causing a slight reduction in the retail price of refined sugar.

When Chairman Olmsted had ruled the amendment out of order and Mr. Clark had taken an appeal there was a vote and the amendment was defeated. Mr. Williams was not allowed to offer the minority bill at that time and the Committee of the whole then rose and reported the bill to the House for passage. There was no debate on the minority bill, which provided for the free admission of all articles of Philippine growth and manufacture into the United States, and it was beaten by a vote of 231 to 106, the sugar Democrats lining up with the Republicans. Then the vote was taken on the passage of the bill.

Washington, D. C., Jan. 15

Debate on the Philippine bill was ended in the House today. It will be taken up for amendment tomorrow, and put on its passage either late tomorrow or Wednesday. Chairman Payne of the Ways and Means Committee declared tonight that he was confident that the bill would pass without amendment when put to a vote. He believed it would be better for the bill to be defeated, than passed in the form proposed by the sugar men.

Many of the "stalwarts" who were reported to be lined up firmly with the administration two weeks ago are now said to be showing signs of weakening and favoring amendments satisfactory to either sugar or tobacco interests in their respective districts.

The bill has been discussed vigorously every day of the sessions. On Wednesday, Representative Dalzell, of Pennsylvania, spoke in favor of it, characterizing as iridescent dreams the fabulous amount of sugar and tobacco which the opponents of the measure say would come from the islands under the new rate.

"We have," Mr. Dalzell said, "extended to these people our navigation laws, our immigration laws, our alien contract labor laws. Do you mean to tell me we shall commit them to our domestic policies; require them to carry their goods only in American bottoms and still exclude them from our markets? No; the Philippine Islands must be either wholly foreign or wholly domestic."

In conclusion Mr. Dalzell declared that when the treaty stipulation which granted Spain the same advantages as the United States expires in 1909, there will be free trade under this bill. Asserting that the future of the Philippines was a problem for statesmen that are to come, Mr. Dalzell insisted that self government had been given the Filipino people except in the two rights, trial by jury and to bear arms.

Opposition to the bill was made by Mr. Dixon, of Montana. His assertion that Republicans were uniting to further the Democratic doctrine of free trade brought a protest from Mr. Macon, of Arkansas, who said the Democratic party did not stand for free trade.

Thursday s debate was not particularly important and consisted largely of bitter remarks from John Sharp Williams concerning the hypocrisy of the Republican party in its dealings with the Philippines. He said among other things: "Curse the hypocrisy of the fellow who tells me that God put us in the Philippines. Nobody but a hypocrite would say it, and nobody but a fool would believe it. American greed; American cupidity for prestige and conquest and to become a world power went there."

On Friday, Representative Nick Longworth rather astonished the House by characterizing the Filipino as lazy, shiftless and a natural born grafter and declaring the sooner we could cut loose from the little brown brother the better it would be for us. Representative Longworth was one of the party that Secretary Taft took to the Philippines.

The passage of the bill, he said, would not damage one iota any American industry or any American labor employed in that industry. No one after smoking one native cigar, he said, would want another, and with only one island on which sugar could be raised and that without harbor, he saw no danger from that source.

Representative McCall, of Massachusetts, said from a tariff standpoint he saw no difference to this country between free trade with the Philippines and any other country in the world. But when the American Congress undertook to represent both sides to a trade he saw great difficulty as to the result. As to the tariff, Mr. McCall announced he was in favor of a judicious revision of existing schedules. "But," he added, "I am not in favor of changing the tariff by grafting on our body politic tropical parasites which may absorb our vital forces."

On Saturday, less than twenty members were present when the House met at eleven o'clock. Mr. Gaines, of Tennessee, spoke first, favoring the Philippine tariff bill as a step toward free trade with the Philippines. He emphasized the need for scaling down some of the high schedules of the Dingley tariff, and suggested that this might well be done through reciprocity treaties, notwithstanding that Mr. Dalzell had announced "the time has passed for reciprocity."

Mr. Wiley, of Alabama, received permission to insert a speech on the record in favor of the bill.

In opposing the bill, Mr. Young, of Michigan, asserted that the salary list of the American administration in the Philippines was greater than the whole Spanish budget.

"Great as our expenditure has been," he said, "there is need for still greater expenditures. And you cannot do what is needed by 'charity,'" he added.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

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LIMA, OHIO

MATCH-IT CHEROOTS

Five for 10 Cents.

Sumatra wrapped, and altogether the Best Cheroot on the Market,

FLOR DE MANCHESTER

5-Cent Cigars

and

MANCHESTER STOGIES

all made by the

MANCHESTER CIGAR MANUFACTURING CO., of Baltimore, Md.

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Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

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We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
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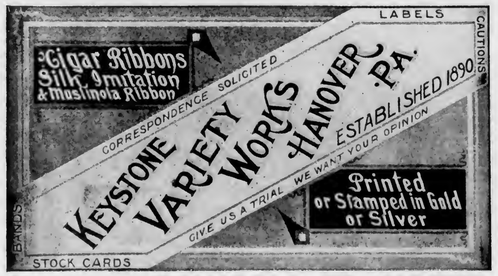

Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

"What the Filipino people object to," he said, "is not any particular form of taxation, but to any taxation whatever. Yet if the progress is to go on, at least the present taxes must be collected. The only effect of the present bill will be to reduce the revenue of the islands."

Mr. Thomas, of North Carolina, favored the bill for these reasons: First, that it is in accord with Democratic tariff policy; second, that it gives justice to the Filipinos, our wards; and third, that it wil not harm any American industry. The necessity for either tariff revision or the arrangement of reciprocal trade agreements was emphasized by Mr. Thomas. He concluded with a plea for new and wider markets for the whole country, and dwelt especially upon the need of the "new South" for reciprocal tariff measures.

Mr. Loud, of Michigan, spoke for the sugar beet interests of his State, and urged that the pledges of the Repubican party to foster sugar production should not be violated by a reduction of tariff on Philippine sugar. After describing the abject poverty he saw in the Philippines last summer, Mr. Loud said he was anxious to better the condition of the Filipino, but did not believe the Philippine tariff bill the proper means of affording relief.

Detailing the history of Philippine legislation, Mr. Needham, of California, favored the pending bill as carrying into effect the settled policy of the Republican party. He saw no imminent danger to any American industry as a result of the bill, and said the Pacific coast had been built up so greatly by the Oriental trade that it owes a debt of gratitude to the Philippines which it should pay by tariff legislation favorable to the islands.

Mr. Mouser, of Ohio, spoke against the measure, saying he did not think it would result in the benefit which its supporters declared the Filipinos would enjoy under such a measure.

The debate for the day was closed by Mr. Scott, of Kansas, who said he should vote for the bill as assuring the proper measure of justice to the Philippine Islands, which he believed would always remain a possession of the United States.

Tariff talks and speeches for and against the pending bill were made today by a number of members, and the debate was closed by an extended speech by Representative Boutell, of Illinois, a member of the Ways and Means Committee. He spoke in favor of the bill declaring "that it will meet the approval of the great mass of Americans; that it is hoped it will prove of inestimable benefit to both the Philippines and the United States, and that all educated Filipinos favor the measure."

Trade-Mark Register.

EL PRURITO 15,006

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 2, 1906, at 1 p m, by M Hernandez, Philadelphia, Pa

LA HERENCIA 15,007

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 2, 1906, at 1 p m, by M Hernandez, Philadelphia, Pa

FINKLER 15,008

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 4, 1906, at 2 p m, by Mrs M Finkler, Philadelphia, Pa

LIGHTHOUSE LAMPS 15,009

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 4, 1906, at 2 p m, by J H Doyle, Connellsville, Pa

PITTSBURG TROPHIES 15,010

For cigars, cheroots and stogies Registered April 23, 1902, at 9 a m, by The Stein Cigar Co and re registered by the Herring Stogie Co, Pittsburg, Pa

LARGE BEN 15,011

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 8, 1906, at 10 a m, by The Codorus Cigar Co, York, Pa

PRIDE OF NORTH DAKOTA 15,012

For cigars Registered Jan 8, 1906, at 11 a m, by A P Snader, Ephrata, Pa

JUDGE BROCKIE 15,013

For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco Registered Jan 9, 1906, at 11 a m, by E A Arnold, York, Pa

H. B. H. 15,014

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco Registered Jan 11, 1906, at 12 m, by H B Hassler, Reading Pa

WILKES-BARRE JUBILEE 15,015

For cigars Registered Jan 16, 1906, at 4 p m, by A J Leniger, Danville, Pa

REJECTED.

Engracia, Prudencia, Union League, Com. John Barry, Big Ben, J. L. R., Beacon Light, Viro, First Cut, Brio, Lento, Before and After, Havana Farm, Honey Suckle, Crown Prince, Aerie King, Yellow Hammer, Cinch, Orpheum, Fidelity, Extra Five Cigar Nemo

CORRECTION.

LA FLOR DE JACOBS, instead of Flor de Jacobs as published in our issue of Jan 4

BON TON, registered Dec 8, 1905, for cigars, by C W Price, York, Pa, should have been BUN TON

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

THE TOBACCO TRADE IN PHILADELPHIA.

Here and There With the Retailers

Dealers say the retail movement is not very brisk yet but seems to move by fits and jerks. Many are blaming it on the horrible weather which is enough to throw anyone out of his orbit. With some dealers the box trade seemed a little better this week and will probably continue so.

The United Cigar Stores Company has its signs up on its new store on Market street next door to Evans' drug store and the place is being changed to the regulation United style as rapidly as possible.

"White Rolls" cigarettes are being pushed on the market, and a number of dealers are making window displays of the brand, which is said to have a very large sale in the South. Despite the shaking of heads of the cigarette "experts," who say the cigarette market is always tricky, and "you never can tell," White Rolls seem to be finding favor in this market and are repeating nicely.

With Manufacturers and Jobbers

FRISHMUTH BROS. & CO. GIVE A RECEPTION.

One of the most pleasing affairs of a social nature which have taken place in the trade for some time was the reception given by Frishmuth Bros. & Co this noon, to their friends and customers among the local jobbing trade. There was a good attendance, and a jolly time was had. The reception proper took place in the offices of the company at Seventeenth street and Lehigh avenue.

Those present were: Geo. Weaver, of H. M. Weaver & Son; Charles A. Krull; Bennett Hollard; S. T. Banham and Fred Banham, of Manayunk; Mr. Brucker, of Brucker & Boghien; J. W. Wartman; Tom Foster, of Kirk, Foster & Co.; Albert H. Beal; Gus Fisher; Gustave Hoch and son, of the Hoch Tobacco Company; M. C. Kindig and A. M. Landes, of H. K. Kindig & Co., wholesale grocers; Shipton and Payne, composing that firm; P. F. Murphy; A. H. Dunderdale, of A. Dunderdale & Co.; H. Carberry; Thomas Langan; F. B. Raflo; A. B. Cunningham, John Eberbach and Captain Eberbach, of A. B. Cunningham & Co.; E. J. Drtina; Charles C. Strumfelds, of Bristol; H. D. Narrigan; and Charles Miller, of Miller Bros.

These arrived between twelve and one and were welcomed by J. C. W. Frishmuth, J. C. W. Frishmuth, Jr., and H. D. Miller. An appetizing lunch was served after everyone had shaken hands with everyone else, and then the guests, under the guidance of Mr. Miller, were shown through every part of the complete works. The Frishmuth factory is one of the most modern plants in existence, and those of the jobbers who had not seen the place before were very much astounded by the many automatic contrivances for turning out the tobacco which were explained by Mr. Miller. Everything, from boiler room to warehouses and printing plant, was inspected, with the one verdict, that nothing could be improved on. "It's all here and it's all true," remarked one jobber, and he spoke the truth.

A pleasing feature of the trip through the factory was the singing of the girls at their work, who seemed to know all the popular songs there are. After the leisurely trip was over, the guests departed, well satisfied with their afternoon.

Nothing absolutely definite has been given out officially yet concerning the new Philadelphia factory which the American Tobacco Co. proposes to establish in this city, but it is generally understood that the factory will be the Long Bros. building at Third and Ontario streets, where, it is reported, operations will commence in a few days.

W. W. Stewart, of Stewart, Newburger & Co., who makes his headquarters at the factory, was in town during the week visiting the office on Fourth street.

At the annual meeting of the Theobald & Oppenheimer Co. it was shown that the firm last year far exceeded its record for the amount of business done.

"Central Union," the United States Tobacco Company's well known brand of smoking tobacco, is going well on this market.

Leaf Dealers' Jottings.

Little was doing in the leaf market this week, inquiry being fair but customers inclined to hang off. It is probable that many manufacturers are down to bed rock in the matter of their stock of workable leaf and will have to buy, even if they are obliged to take what they don't want. The situation is not a favorable one. Prices show not the slightest tendency to drop.

Among the visitors in the local market during the week were Louis Leopold, of John Leopold & Son, and Mr. Davidson, of Levi, Blumenstiel & Co., leaf dealers, of New York.

H. H. Miller, a Lancaster leaf dealer, was also in town shaking hands with his friends.

John H. Goetze, of John H. Goetze & Co., and Howard Grafflin, of H. Duys & Co., paid brief visits to the trade during the week.

Frank Dominguez, of E. A. Calves & Co., and J. Prince, of Julius Hirschberg & Bro., have returned from Havana where they have been buying for their houses.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

WANTED—Every cigar manufacturer to know that I am selling light Sumatra and Connecticut wrappers cheaper than any other house in the country, in lots of one pound or more. Send for sample pound. J. H. SPERA,
1-10-a Ephrata, Pa.

PUBLIC SALE.

ON account of the dissolution of Shively, Miller & Co., the following Personal Property and Real Estate will be sold at Public Sale on Tuesday, January 30, 1906, at 10 a.m., at their cigar factory premises, at Fourth and Hanover streets, Pottstown, Pa.:

15 bales Fine Light Sumatra;
10 bales Fine Florida Sumatra;
100 bales Fine Havana, first and second sizes;
2 bales imported Havana Scrap;
100 cases Fine Wisconsin Binders, 1902;
200 cases Broadleaf, 1902, Penna B's;
35 cases Broadleaf Stripped and Booked Fillers;
10 bbls. Havana Stripped and Booked Fillers;
250,000 Fine 5c. and 10c. Cigars;
350,000 Labels, and all Private Brands, including "Ambrosia," "Happy Bill," "Hackett," etc.

All of the above in lots to suit the purchaser. All the Fixtures, Tables, Desks, Safe, Moulds, etc., etc., belonging to a first class cigar factory.

Also the five-story brick Cigar Factory, 38 x 145 feet, with the Lot and Three Dwelling Houses, either as a whole or separate.

Terms to be made known on day of sale.

SHIVELY, MILLER & CO.,
In Liquidation.
P. U. Hendricks, Auct. 1-17-h

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

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MANUFACTURER OF ALL KINDS OF
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Chicago, 56 Fifth Avenue,
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Lanc., Pa.
Makes
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Write For
Samples and Prices

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Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
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Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

NEW YORK TOBACCO NEWS.

(Concluded from page 13)

Rosenos clear Havana cigars, are distributing plenty of advertising matter and their cigars are selling well, M. M. New berg, their clever city representative, is well liked by the trade and on his daily trips to the office usually brings in a book full of orders.

Among the prominent manufacturers of Turkish cigarettes here can be mentioned the firm of A. N. Barson & Co., 20 West street. This concern manufactures exclusively high grade cigarettes and nothing but the finest quality Turkish leaf ever enters their factory. Mr. Barson has had many years' experience in the cigarette line, and has the reputation of being one of the best judges of Turkish leaf in this country. Barson & Co. make up many private brands. Society Belle, a cigarette gotten up mainly for the ladies trade, is one of their best sellers. This firm has just placed on the market a 25 cent package called Blue Nile and the package is one of the handsomest ones I have ever seen. The box is of a Nile blue color covered with silk paper and neatly embossed in gold. In Philadelphia, John Middleton, L. Podolnick, Bell Haven Cigar Co., and other jobbers are handling many of Barson & Co.'s cigarettes.

L. Anti Casanova, retailers and cigar manufacturer, of 126 East 125 street, for the past ten years has one of the best paying stores in that locality. His leading brands are La Rosa de Vuelta and La Trinidad, both 10 cent cigars; Winifred and Queen Clover, 5 cent cigars, and Cuban Special, a clear Havana, at 5 cents straight; Casanova's Favorites, clear Havana short smokes, at 10 for 20 cents, sell well. Mr. Casanova recently placed an order for some of Pacholder & Co.'s Q. T. and Y. Bet. A. cigarros.

S. Petschek's cigar stands in the cafes at 80 East 123th street, and 105 Duane street, are making leaders of Marcelino Perez & Co.'s Trival clear Havanas.

I. N. Maaskoff, of 48 Nassau street, claims he is fighting the trust as much as ever, and the best way to do this is to sell people the brands they call for and not continually recommend something else just as good. In clear Havana Mr. Maaskoff carries a complete line of all the popular brands, including Regensburg's American El Heredo, Pendas Y. Alvarez's Webster, L. Flor de L. Lanchez & Co., El Sidelo, El Genio and La Sin ceridad. Maaskoff's Cuban Coquettes, a 10 cent package of short smokes, made by Packholder & Co., of Baltimore, are favorites with many of his patrons. Barson's Blue Nile and Nestor Turkish cigarettes are also good sellers with Mr. Maaskoff.

D. E. Williams, retailer at 66 West Broadway, known to the trade as "The Only Williams," uses as his motto: "The brands and quality you ask for, you get. No substitutes." Mr. Williams has been in this locality for the past 18 years, and has an enviable business, although the Subway has been the means of his losing a good deal of the transient trade.

W. V. H. Smith, 88 West Broadway, established in 1895, are manufacturers and retailers. The store is up to date with modern fixtures and all the leading brands. Many brands of Porto Rico cigars featured Durlach Bros.' El Calrud in breva and panatela shapes are their best sellers. In 10 cent cigars El Arabo, La Carroza, Chancellor and El Genio are the leaders. Mr. Smith has a private brand of short smokes called Luxorette, a 15 cent package goods made for him by the Allen Tobacco Co.

Brock & Co., 22 Park Place, say their business for the past year was on the improve. They sell mostly their own brands, which are principally clear Havana goods.

Richard Lopez, a son of Emilio Lopez, a wealthy cigar manufacturer of 61 Warren street, was a prisoner yesterday in the West Side Court, charged with stealing five dozen pair of gloves from the home of Mrs. Herman Simmonds, mother of a chum of his. Lopez was promptly discharged by the magistrate because the evidence was overwhelmingly in his favor. Young Lopez recently paid an extended visit to the home of his chum and while there the gloves were missed. Mrs. Simmonds charged the boy with theft and last Wednesday had him arrested.

COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA
Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

This Building For Rent.

Located at Stevens, Lancaster county, Pa. Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna. 1-10-t

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
EDW. M. BRASH,
Sec'y & Treas.
Main Office:
Lancaster, Pa.
GEO. J. DILLER, General Distributor for Central Pennsylvania.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street, Manufacturers of Cigars FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

BOSTON TRADE QUIET.

Much Missionary Work But Goods are Moving Slow.

Boston, Mass., Jan 14.

In making my rounds among the wholesale and retail trade this week I found the business less active than last week and that goods were moving very slow.

Many concerns which have brands enjoying a fairly good sale have this year placed missionary men to canvass the entire retail trade. These concerns formerly did business by mail and interval vistts here by the heads of these various firms.

The new Nestor cigarette is doing plenty of advertising here in Boston, the home of the factory.

The ever alert experts of the Department of Agriculture have not overlooked the possibilities of Hawaii as a source of supply for the finer grades of tobacco leaf. Experimental plantings made by the agricultural experiment station at Hawaii indicates that superior leaf can be grown, the characteristics of which are dark color and mild flavor. Among the varieties which successfully matured are the Cuban wrapper types and the Java and Sumatra leafs as well as the best known American types, such as Florida Sumatra, Florida Havana and Connecticut broad leaf.

The latest circular of the American Tobacco Co. informs the trade of several gratis and new drop shipment deals. Until further notice they will pack with each carton of 500 Hassen, 5 packages of their Mecca, a 5 cent Turkish cigarette gratis and the same with each 500 Tolstoi, Russian cigarettes.

A new pipe cleaner, different from all the others, is being placed on this market by the U. S. Manufacturing Co., of 218 Tremont street. It is called the New Perfecto Pipe Cleaner and W. H. Mears is visiting the Boston trade on it.

Billy Rosenfeld, the well known Union League cigarman, has just returned from a short trip to Gotham and is looking better than ever after a year of strenuous work on this brand.

Over 1,000 persons were present at the fifth annual ball of the Cigar Factory Strippers' Union, which was held in Odd Fellows' Hall last Wednesday. Many officers of the Cigarmakers' Union 79 were present.

T. Rosenbaum & Co., of Federal street, are having an interesting "White Sale." Pipes of every discription that are white can be seen in the window and at very low prices.

The Kef Mouthpiece is the latest thing in cigarettes made by the Turco-American Tobacco Co.

M. Falk, of the Falk Tobacco Co., was in town this week calling on the trade. His headquarters were at the Boston Tavern.

Fred Smith, formerly of the United States Tobacco Co. and American Tobacco Co., is in town this week.

M. I. Lans, of Melrose Highlands, was in town this week. ALFO.

MR. FRYE DEFENDS HIMSELF.

Speaks on Philippines at Annual Meeting of New England Growers.

Hartford, Conn., Jan. 13.

At the annual convention of the New England Tobacco Growers' Association, held at the capitol this week, H. S. Frye, president of the association, who presided, took exception to the comments which have been made regarding his attitude on the Philippine question and declared that his position had been misrepresented.

He has urged that no greater duty be levied on tobacco grown in this country that goes to the Philippines than is imposed on tobacco that is imported from those islands.

He asked only for a square deal and Congress seems to be disposed to do even better for the tobacco growers of this country than they have asked for.

There is too much poor tobacco grown and never a surplus of good tobacco.

Under the Spanish regime tobacco was grown under government control and proper cultivation was exacted.

The Filipino now, he said, does not care to work more than one day in a week, if he can gain a bare living thereby, and there was no fear of him proving a serious competitor of the energetic New England Yankee.

Good cigar tobacco, he said, cannot be grown within ten miles of the sea coast and this eliminates all but nine of the 1,700 islands and 60 per cent of the population.

"The rainy weather then effects the growing of tobacco except on the larger islands of Luzon and Mindanao, and the latter is practically terra incognita and the natives believe in raising nothing but hell."

Only 4½ per cent of the islands have ever been cultivated, and only 9 per cent ever can be on account of the mountainous condition of the country.

The export of Manila tobacco last year was only about $971,179 and is steadily growing less.

Prices run about the same for tobacco grown in this country and the Philippines, despite their cheaper labor, owing to its inefficiency.

Mr. Frye quoted Professor Lyon, of the Agricultural Department, as saying that all attempts to grow Sumatra tobacco in the Philippines were failures.

He thought that if American growers labored under the difficult conditions of tobacco growers in the Philippines the cost would be at least $1 per pound.

Mr. Frye said Congressman Hill was enthusiastice over the outlook for American grown wrappers in the Philippines, and he did not believe there was a danger of the transfer of cigarmaking from this country to this insular possessions. Before this condition could be obtained there must be a larger importation of capital and of Chinese labor and this

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO. Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.

latter condition is prohibitive. It would be better that the development of the islands be retarded for fifty years than that it come about by conditions which would transfer the labor of the islands to the Chinese.

Mr. Frye said he was not going to cry wolf until the wolf really appears.

Calamity howls he said went up when there was talk of reciprocity, with Cuba in tobacco and free tobacco from Porto Rico, but when the people smoked Porto Rican cigars they said give the islands back to Spain.

TOBIES ON THE JUMP.

Trust Has Raised Prices and Dealers Will Follow Suit.

McKeesport, Pa., Jan. 15.

"There will soon be no more three-for-five tobies sold in McKeesport. This was the information received yesterday from local tobacco dealers, most of whom have been notified of an increase in prices to be put in force within the next month or six weeks. The trust, which recently purchased the Pollack tobie inrests, has already advanced the price, as has the Jenkinson Co., of Pittsburg.

Dealers say that the advance had not become general as yet, but is looked for and certain to come. Just what the increase will be is not known, but it is believed that it will be from 50 cents to $1 a thousand.

The tobacco trust has advanced the price of Pollack tobies $1 per 1,000 and the local dealers are now retailing them at two for five cents, instead of three for five, as heretofore. As the result of this the sale of Pollacks has fallen off considerably, many smokers using others which are still selling at three for five.

The Jenkintown Tobacco Co. has advanced the price of four for five tobies 50 cents on the 1,000, while the "three fors" have been advanced $1. Some of the merchants claim that this has been done because Jenkinson, the head of the concern, is a candidate for mayor of Pittsburg, while others say this is not the cause.

One reason given for the advanced price of Pollack tobies is that the trust can dispose of its supply in the West at a price of $2 per thousand more than is received in the Pittsburg district. The advance in Tobies is said to be due to the fact that growers of leaf tobacco have advanced the price, which has caused the manufacturers to stick on $1 per 1,000 and consequently compels the dealers to demand a higher price.

Local dealers have taken advantage of the announcement of the proposed advance in tobies and are buying large supplies. When the advance comes, however, these tobacco merchants will increase the retail price and reap the benefit of their forethought. Some of the small concerns, whose tobies are not in great demand, are already trying to get the advanced price, but the McKeesport dealers have so far refused to pay it.

TOBACCO IN IRELAND.

Sec'y of Agriculture of that Country Confers in Washington.

Washington, D. C., Jan. 12.

Sir Horace Pinkett, M. P., Secretary of Agriculture for Ireland, today conferred with Secretary Wilson and other officials of the Department of Agriculture regarding various problems of agriculture. He has extensive ranch interests in Wyoming, Nebraska and Montana, where he recently has been, and is now on his way home.

He said today that he had received substantial assistance from the United States Department of Agriculture, particularly in the matter of growing tobacco. An English law long ago established prohibits the growing of tobacco in Ireland, but through the efforts of Sir Horace the opportunity has been afforded to demonstrate the practicability of raising tobacco for commercial purposes in that country.

AMERICAN TOBACCO COMPANY HAS BOUGHT TEXAS LAND.

Austin, Tex., Jan. 15.

The deal has practically been closed whereby the New York and Texas Land Company sells 140,000 acres of land to Paul Brown, of St. Louis, and his associates. Brown is a director of the American Tobacco Co. The land is located in Lasalle and Dommitt counties, and most of it is subject to irrigation. It is understood that the price paid is $2.75 per acre, though the consideration has not been made public. It was thought that that the land was to be used for growing tobacco, but the latest report is that Brown and his associates will parcel it out to colonist and encourage irrigation.

BALTIMORE TOBACCO BOARD OF TRADE ELECTS OFFICERS.

At the annual meeting of the Tobacco Board of Trade, of Baltimore, the following were elected as board of directors: Isaac Kemfer, George B. Skinner, J. R. Steele, George W. Lentz and William R. Martin. These elected the following officers for the ensuing year: President, William A. Boyd; vice president, Edward Wischmeyer; treasurer, Ernst Schmeisser; secretary, Henry Kraus.

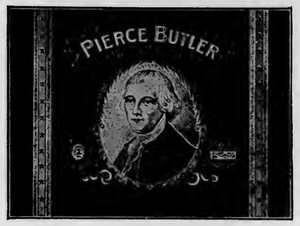
—The firm of Hill & Walker, of Cumberland, Md., which has been in the tobacco business for eighteen years, has been dissolved by mutual consent, Walter T. Hill retiring from the business, which will be conducted by Hugh G. Walker.

E. ROSENWALD & BRO.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.



W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

W. R. DAUGHERTY & BRO.
Dallastown, Pa.

Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. Clarksville, Tenn

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
The Amerikl's No. 5 Tobacco Broker. Hopkinsville, Ky.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

BINGHAMTON PLANT TO ENLARGE.

Nodine-Smith Co. Will Have the Largest Factory in the City.

Binghamton, N. Y., Jan. 15.

The Nodine-Smith Cigar Co. will en large its plant in this city so that in the course of three months the number of employes will be increased two or three hundred, with a corresponding increase in the output.

About $150,000 in preferred stock, bearing 7 per cent interest, will be put on the market immediately. Binghamton capitalists will have an opportunity to purchase this stock, as it is the intention of the company to give local men the first chance. The stockholders will get their cigars on a profit sharing basis The authorized capital of the company at the present time is $620,000, of which $120,000 is common stock and the remainder preferred. It is probable that the capital will be doubled in a year.

It is announced that it is the intention of the company to have the largest cigar factory in this city. There is 20,000 feet of floor space in the building now occupied by the company, at Ferry and Wall streets, and the company holds an option on three floors of an adjoining building on Wall street. About 1,000 employes could be put to work in the building without inconvenience. Eventually, the company will employ that many people, according to Mr. Merriman's claim. An average of 40,000 cigars will be turned out daily within a year, he asserts. About one fifth of that number are being made now.

THE MARKET AT EDGERTON, WIS.

This has been the first busy week at the warehouses, and the long lines of farmers' teams standing at the delivery doors remind us that the packing season is well under way again. At the Brill warehouse over 100 acres were received on Monday, and others are receiving liberal quantities, so that from this time on an abundant supply is assured to keep steady work at the packing houses. Help is still needed at many of the warehouses, and several hundred hands could find steady employment for some months to come in this market.

Many of the local dealers are receiving their purchases at outlying points, and report that growers very generally have their tobacco stripped and ready for delivery.

But few transactions of cured leaf are noted for the week. L. H. Teisberg purchased 32cs of '03 and '04 of Charles Hildreth. A. Wallach, of Chicago, picked up a few lots in the local market during the week.

Shipments, 600 cases.—Reporter.

—Fred Schunke's tobacco warehouse, in West Alexandria, O., was burned, with a loss of $15,000, partly insured.

PATENTS RELATING to TOBACCO, Etc.

809,665 Holder for match boxes; John Berryman, Bristol, England

809,782 Combined cigar cutter and lighter; Wm H Crawford, Cliftonforge, Va

809,441 Cigar holder for billiard and pool tables; Elmer E Hanks, Winthrop Harbor, Ill

809,506 Safety match box; Julius Karpen, Chicago, Ill

809,384 Cigar machine; Wm S Luckett, East Orange, N J

809,724 Tobacco stripping machine; Josephine M McIntosh, Providence, R I

809,576 Tobacco moistening apparatus; Henry J Murphy, Courtney, N D

809,325 Tobacco pipe, cigar holder, and cigarette holder; Leslie Probyn, Freetown, Sierra Leone

809,469 Machine for the production of cheroots; Johann R Schmitt, Frankfort-on-the-Main, Germany

809,758 Cigar bunching machine; Nicholas Thielen, Chicago, Ill

809,410 Machine for the manufacture of cigars, cigarettes, cigar fillers and the like; Max Van Gulpen, Mulheim-on the-Rhine, Germany

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

WM STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S OHMIT
W. E. KRAFT
East Prospect, Pa.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed labels

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

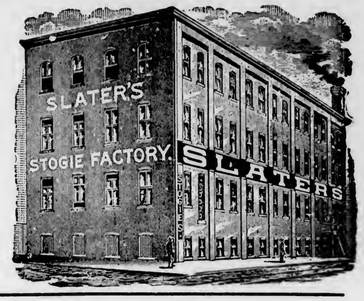
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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We Pay Express Charges on All Work.

Chicago Circular Typewriting Co.
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Business Changes, Fires, Etc.

California

San Francisco—W H Theler, cigars, transferred assets

Connecticut

Bristol — Randolph Zalinka, cigars, news, etc, petition in bankruptcy

Hartford—M C Miller, wholesale leaf tobacco, incorporated

Waterbury—Peter Banby, cigars and tobacco, quit claim deed.

District of Columbia

Washington—Munsey Kohlhoss, cigars, tobacco and pool, chattel deed trust, $428

Florida

Lakeland—Tierra del Lago Cigar Co, manufacturers, removed to Tampa

Indiana

Auburn—Frank Struble, cigars and billiards, chattel mortgage, $500

Brazil—Brock & Galloway, cigars, succeeded by C L Galloway

Indianapolis—Reisner & Griffey Co, not inc, wholesale cigars, discontinued

Kendallville—Ritter Cigar Co, not inc, El Valoji Cigar Co succeeds

Marion—C W Killborn, cigar manufacturer, sued, $115

Iowa

Chariton—Peter T Patton, cigar manufacturer, damaged by fire

Maryland

Baltimore—Gieske & Nieman, wholesale commission leaf tobacco, Hardy C Gieske admitted

Massachusetts

Lynn—Charles M Harden, cigars, etc, chattel mortgage, $1,000

Uxbridge—Wm J Benjamin, pool and cigars, burned out; insured

Michigan

Benton Harbor—Ralston & Newton, cigar manufacturers, James Ralston, individually, bill of sale, $300; Richard E Newton, individually, bill of sale, $292

Detroit—Harry C Tyler, tobacco and cigars, petition in bankruptcy

Minnesota

Duluth—Tom Reed Cigar Co, damaged by fire

Minneapolis—G Pflaum & Sons, manufacturers of cigars, etc, incorporated; capital stock, $100,000

Missouri

St Louis—First Premium Cigar Co, filed articles of incorporation; capital stock, $6,000

New Jersey

Jersey City—Mary Kaufman, cigars, etc, chattel mortgage, $1,400

New York

Cobleskill—House & Kelso, cigar manufacturers, succeeded by Cook & Kelso

New York City—Louis Ash & Co, cigar manufacturers, Samuel M Chase admitted partner——Jacoby Bros, cigars, in sheriff's possession——Kohlberg Bros & Ruthenberg, leaf tobacco, meeting of creditors——Lingi Stanga, assigned—Italian Cigar and Tobacco Co——J Weisberger & Co, manufacturers and retail cigars, petition in bankruptcy

North Carolina

Wilmington—J D Vann, tobacco and cigars, sold out

Ohio

Bellefontaine—E Clark Reames, retail cigars, gave chattel mortgage for $500 and cancelled one for same amount

Cincinnati—The Carter-Reiley Co, wholesale cigars, succeeded by The Carter Co

Cleveland—The Majestic Cigar Co, retail, contracted to sell out

Columbus—Peter Mellon, cigars, sued, $300

Dayton—Louis Chackeras & Co, cigars, chattel mortgage, $2,000——The A R Kloeb Co, cigar manufacturers, incorporated; capital, $30,000

Toledo—W A Andrews, cigars and tobacco, sold out——Goldman & Steinberg, wholesale and retail cigars, dissolved

Oregon

Elgin—Shaw & Becker, cigar factory, dissolved; Shaw continues

Pennsylvania

Fritztown—Harry Gring, cigar manufacturer, satisfied real estate mtge, $700

Uniontown—John W Foster, cigars, etc, judgment, $475

Washington

Lind—H G Lichty & Co, cigars, billiards, etc, succeeded by M M Platt

Snohomish—A L Burke, cigars and confectionery, chattel mortgage, $150

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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ENGRAVING — ENGRAVING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

ALBERT FRIES — HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free — The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five
Banded

Distributors Wanted Everywhere

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

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A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of **High Grade Cigars.** No Salesmen. Communicate with Factory.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXVI., No. 4.

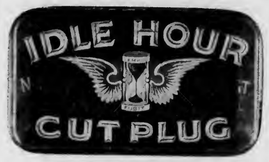
PHILADELPHIA and NEW YORK, JANUARY 24, 1906.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

PHILIPP J. KOLB & CO.
IMPORTERS and PACKERS of
LEAF TOBACCO
232 Arch St., Philadelphia

Clear Havana
RUTHERFORD
Cigars
EL DRACO CIGAR MFG. CO., Philadelphia, Pa.

IDLE HOUR



1⅔ Ounces, Ten Cents.

A New Sliced Plug
An ideal smoke; equal to anything imported, and superior to anything made in America.
For particulars and samples, write
UNITED STATES TOBACCO CO.
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WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
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La Responder Marcana
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Cigar Manufacturers
York, Pa.

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
Schroeder & Arguimbau
No. 178 Water Street
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Clean as the food you eat
Vesper Cigar 5¢

LORD LANCASTER, 10c.
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Manufacturers,
615 Market St., Philada
NICKELBY, 5c.

MANETO CIGAR
GUMPERT BRO'S.
Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St.
Philadelphia

Wish we had room here to print the letters we get almost daily from our customers regarding **RUGBY. A Good 5**-cent Cigar seems somewhat of a novelty to the Trade. Don't you want and **Need** such a "Novelty?"

STEWART, NEWBURGER & CO., Ltd.
Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
29 North 4th St., Philadelphia.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

IF YOU WANT to be in HAVANA
Smoke
CAMELA
5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

H. F. KOHLER
Nashville, Pa.
MAKER OF
HIGH GRADE, HAND MADE
Seed & Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia,
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CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
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Cigar Manufacturers
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Philadelphia

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

YEAR IN BURLEY TOBACCO.

Sales Were Nearly $4,500,000 Showing Large Increase.

Cincinnati, O., Jan. 18.

While the burley leaf tobacco trade of Cincinnati for the year 1905 was not characterized by any of the sensational features which characterized it in 1904, the year nevertheless will go down in the history of the trade both here and throughout the burley belt, as one of the most satisfactory to all interests concerned, with the possible exception of the element of shippers and packers who overreached themselves in purchases by a vain attempt to repeat their luck of 1904.

At the beginning of 1905 prices paid in the country were higher by probably 1 cent per pound than those paid at the beginning of 1904 for the crop of the previous year. That portion of purchases which packers sold in winter order gave them in some instances a fair margin of profit, but on all tobaccos which they had to rehandle and redry they were compelled to sell at about the same figures, grade for grade, as they had obtained for the winter order goods.

The net result of these operations to many packers and shippers was that they made no money.

The old tobacco still on hand is of a superior quality to that of the new and the manufacturers seem to appreciate that fact and to be reaching out for all obtainable and to be especially in the fine to fancy grades.

That portion of the new crop showing first-class quality, however, is not being overlooked by manufacturers and speculators, and is receiving very close attention, in fact from all interests in the trade as it is felt that there will be a very large surplus of the low and common to low medium types.

The outlook for 1906 is that notwithstanding the record-breaking proportions of the crop of 1905 tobaccos of good quality, clear of house burn, and of fair body and color, will command satisfactory prices throughout the season, for the manufactured output as shown by the United States revenue returns, is increasing, and there is a constant growth in the export trade of the burley leaf.

The local market made a splendid showing as compared with 1904 both in the volume of transactions and the aggregate amount of cash sales at all the commission tobacco warehouses.

The offerings on the auction "breaks" made a gain over 1904 of 27,991 hogsheads, or an increase of nearly 120 per cent, while the amount of cash sales increased from $2,415,760.53 in 1904 to $4,548,046.41, an increase of nearly 85 per cent.

While the aggregate business transacted in the Cincinnati market in 1905 was considerably below the figures of some former years the showing, all things considered, is a very favorable and satisfactory one, and the volume of business for the present year promises to far exceed that of 1905.

—The Kerper cigar store, 510 Penn street, Reading, Pa., has been bought by Charles Potteiger.

TOBACCO SHOWHEAD QUARTERS.

Offices Established in Flatiron Building, with Wm. Turk in Charge.

Headquarters for the Tobacco Exposition, which is to be held in Madison Square Garden, New York, next September, have been established in the Flatiron Building at Twenty-third street, and Broadway. Speaking of the great project which is largely in his hands, William Turk said to The Tobacco World:

"We are making good headway and meeting with great success. A number of manufacturers have already selected space and at present it looks as if we will have as fine an Exposition as has ever been held in the Garden. I speak now of other exhibitions of a similar nature.

"I am more than surprised to see the interest the manufacturers, growers and other branches of the trade have shown already. A question has been put to me by a number of people in the tobacco business as to fakers, games of chance, coin boards, etc., if they would be sandwiched in among the tobacco exhibits. I wish to say positively: There will be only those exhibits on the main floor and elevated platform which is also in the main hall pertaining to the tobacco industry. The amusement hall, which is in the basement, will be allotted for the games, if it is decided to have them."

NATIONAL CIGAR STANDS COMPANY IN CHICAGO.

Chicago, Jun. 19.

The National Cigar Stands Company of New York is coming into this field and promises to stir up a lively competition for desirable locations for retail cigar stores in the downtown districts. It has rented the store at 45 Randolph street from the National Cash Register Company for five years at an annual rental of $8,000, or $40,000 for the term. The store is 35 by 170 feet. The deal was negotiated by E. A. Bacheldor of Knott, Chandler & Co. in connection with Rounds & Wetten.

TEXAS TOBACCO CO. WILL PROVIDE MARKET FOR LONE STAR STATE.

Hallettsville, Tex., Jan. 19.

The Lavaca County Tobacco Company, which was organized about two years ago, in order to further demonstrate the success of the Government tobacco experiment here that this section was well adapted for the culture of Cuban tobacco for cigar fillers, having accomplished the object for which it was formed, will now turn the matter over to the farmers of this section, promising to provide a market for all tobacco raised.

—The tobacco factory at Chula, formerly operated by the Powhattan Tobacco Company, has been rented by Mr. Vaughan, of Richmond, and Mr. Johnson, of Farmville. They will use it as a storage house for the tobacco which the American Society of Equity is reserving. The tobacco will be prized and kept in hogsheads by this new company.

NO CIGARETTES IN VIRGINIA.

Delegate Ould Has Got the Craze and Wants Law Passed.

Delegate Eugene Ould, of Campbelll Co., Va., has got the anti-cigar craze in his head and is preparing a bill whose purpose will be to put an end to the manufacture, sale or giving away of the white cigarette in Virginia.

Mr. Ould has secured a copy of the Indiana libretto and is using it as a model. If he gains his object, dealers will not be allowed to sell or give away paper cigarettes, nor will it be lawful for any person to give away cigarette paper. The bill will provide dire penalties for transgression of these restrictions.

The measure is not designed to interfere with the all-tobacco cigarettes or little cigars, but is aimed solely at those with the white wrappers. Mr. Ould does not know what day he will present the measure, but he is engaged in its preparation and will introduce it in the house at an early date.

BEST YEAR EVER IN WISCONSIN.

Even Odds and Ends Were Picked Up Eagerly at Big Prices.

Janesville, Wis., Jan. 20.

The year just closed will pass into history as the most profitable one ever known to the local leaf trade. There have been other fat years, but none where everybody realized such handsome profits on every transaction and the business cleared up so closely that dealers were able to strike a balance at close of the year and count their assets in cold cash.

When the year opened there was considerable old leaf in country hands aside from the 1904 crop which has been quite largely bought at reasonable figures.

The trade had hardly awakened yet to the fact that there was an impending shortage of cigar tobaccos and the surplus of other years was drawn upon quietly to make up the deficiency. Later when the stringency became more apparent, local dealers were able to draw from the country supply and turn trades judiciously for several months before the final rush arrived that cleared up the last vestige of cured leaf.

The warehouses too were all the time being depleted until stocks carried over the year are smaller than ever before listed in inventories. Even the odds and ends and accumulations of years have found a ready sale at surprising figures.

All this occurred on a rising market, bringing always a sure profit and during the final scramble unheard of figures for a similar class of goods.

The same conditions of trade, the scarcity of cigar leaf tobaccos, has continued to make the purchase of 1905 crop, while yet in the fields, a safe and profitable investment and those dealers who cared to dispose of their contracts have been able to clean up handsomely —in many cases better than is usually secured in carrying the packing through the sweat.

FEWER FAILURES IN 1905.

Number of Suspensions and Proportion of Assets Better Last Year.

Dun's annual report of commercial failures in the United States during the year 1905, shows that they were 11,520 in number, with assets of $57,826,090, and liabilities of $102,676,172, a most striking improvement, compared with the 12,199 failures in 1904, when assets were $84,438,076, and liabilities $144,202,311.

The classified statement for the year compares as follows with 1904:

COMMERCIAL FAILURES.

	Number 1905	Number 1904
Manufacturing,	2,726	2,848
Trading,	8,475	8,898
Other,	319	453
Total,	11,520	12,199
Banking,	78	99

Liabilities	1905	1904
Manuf'g,	$44,252,629	$52,950,473
Trading,	51,754,503	64,429,644
Other,	6,669,040	26,822,194
Total,	$102,676,172	$144,202,311
Banking,	20,227,155	28,158,811

A striking decrease in both number and liabilities of insolvencies in the year 1905, as compared with the previous year is a most encouraging evidence of the stronger position of the business community, and the comparison with 1903 is still more satisfactory. During the past twenty years the amount of capital invested in the various gainful occupations has increased almost steadily and the volume of trade expanded so remarkably that it would be logical to expect the amount of defaulted indebtedness to rise in a similar ratio. That it has not done so is conclusive evidence of progress in the right direction, of the more conservative methods prevailing and the generally healthier situation. In the two decades just ended there have been many years of prosperity, yet 1899 is the only year that recorded smaller liabilities than 1905.

KNOLLENBERG BUSINESS HAS BEEN SOLD.

Charles Knollenberg has sold his cigar and tobacco business to a new company, which will be incorporated under the name of the Knollenberg Dresser Cigar Co., the incorporators being Charles Knollenberg and Frank Dresser. The new firm will take possession at once. The business which has just changed hands was established in the same block by H. H. Knollenberg, fatherof the late proprietor, 45 years ago, and is one of the oldest in the city.

STATE CIGAR COMPANY OF WEST VIRGINIA ASSIGNS.

The State Cigar Co., of Morgantown, West Virginia, has made a voluntary assignment and Attorney Charles Herd has been appointed trustee and assignee. The liabilities are estimated to be about $1,800 with a good proportion of assets. The company was incorporated with a capital of $10,000. Most of the creditors are out of town concerns.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTOS D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA

LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

WHAT IS YOUR MASCOT?

Walking up Market street, Philadelphia, with a salesman friend the other day we came to a ladder planted half way across the pavement on the upper end of which a man was fixing the awning frame or something. There was plenty of room to pass between the ladder and the building and we were headed straight for the gap.

But my friend suddenly veered, pushing me with him and went on the outside. "Not for mine," he said. Upon which, I turned loose on him.

"You are living in the twentieth century," said I. "You are a man of education and supposed common sense. You would get angry if anyone imagined you were capable of believing in table-rappings or other forms of ghosts, and yet you give way to a silly superstition like this. I am ashamed of you. You are a disgrace to civilization."

My friend grinned. "Go ahead and be ashamed if you like," he answered. "It shows only that you don't know what you're talking about. Every man is superstitous about some things. You are yourself, even if you won't admit it. If you'll examine your own actions you'll discover sooner or later, that there are certain things you won't do for no better reason than that you believe it would bring you bad luck. You may not go so far as to reason it out in so many words—you probably did that long ago and have forgotten it—but your mind is impressed with that idea, and keeps your body from performing that particular act."

I sniffed; I wasn't going to argue with such a perfect fool.

"The trouble with you," he continued, "is that you don't know what superstition really is, and how it can be entertained consistently by an enlightened, educated man. Pin me down to it, and I will admit that there is no logical reason whatever why the act of walking under a ladder, providing a man didn't know the supposed significance of the act, would lead to any unpleasant results.

"But from kidhood up I have been given to understand that to walk under a ladder is to court a disaster. My mind is so very familiar with that proposition, that it would be impossible for me to have walked behind that ladder we passed without assuming an attitude of unpleasant expectation. That attitude would be bound to have its effect on my actions, I would be feeling that something was going to happen, I might become more or less nervous and in that way, practically cause something to happen, just like a fascinated woman will walk into a trolley car when everyone is yelling at her to look out.

"That is superstition when it hits an intelligent man. He knows better but he hasn't absolute control of his mind forces."

My friend paused and thoughtfully lighted a cigar. I trudged along silently, for I was uncomfortably beginning to remember certain little avoidances and commissions of my own, which, however, I might class them as whims, are about strong enough to go in the superstition class.

"It's a good thing that we are that way," contniued the salesman, "because you see it works both ways; in fact I think it works more forcibly the other way than this. About every other man you meet carries a mascot of some sort, and I have yet to meet a salesman who doesn't have a more or less strange way of invoking luck.

"It works just like Christian science in a case of hysteria, or a slight illness. If the man does something which he firmly believes will bring him good luck, he starts out sublimely confident that he will be successful in whatever he is about to undertake, and I don't have to tell you how much of the game that feeling of confidence is. I used to know a salesman whose days always depended on his first morning call. If he was turned down in a discouraging way it put him to the bad for the whole day, because he entered every customer's place with a half belief that he was going to be turned down and so was.

"If a man is much of a salesman and he goes up to a buyer simply cock sure that he's going to sell him, his chance of doing so is a mighty good one. You know that from your own experience. And that's why, when a man is under the stimulating influence of his mascot, he will do much better work than when he has no such psychic support. A man who believes he can't lose is going to move heaven and earth to vindicate that belief."

"Now that the subject has come up," said I rather timidly, "I remember seeing a little story in some paper a while ago which declared traveling salesmen to be among the most superstitious of

(Concluded on page 7.)

FOLDING PAPER BOXES
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Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.
Peth finder
W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

One of the most frequent requests which you get in your business is from the traveling salesmen who ask you to push along their goods when you get a chance. Often you are glad to count the man who asks you to do it as a personal friend, and are willing to do him a favor where you can.

There is a way of establishing a reciprocity on these things which will benefit both parties. You often have goods in your stock which you are positive are as good quality as some goods which are much better sellers, and you feel equally sure that you could build a better trade on them if you wanted to. When the salesmen of those goods asks you to help them along you can make the same sort of reply that a Newark dealer did while the writer was in hearing.

"Your goods are all right, Billy," he said to the salesman, "and there isn't any reason why they won't repeat all right if they get started. But it means work on my part to get them started and there ain't any mint in it for me. You're a good fellow and I want to help you when I can but I've got to look out for my business first.

"Now, I'll tell you what I'll do with you. I try to keep this store up to date in every way, and I try to keep informed of all the latest kinks. I am not able to get around much, though, and so I'm handicapped. You do get around and see everything. What I want you to do is to size up these things, and when you see something that looks new, let me know on your next visit. I want to keep posted on the new kinks."

The salesman agreed very readily, and went out well pleased with his bargain, because he knew the dealer would perform his end of it.

"That's a great scheme," said the dealer. "I've got two or three drummers doing it now, and you've no idea how much good stuff they put me on to. Sometimes it's a little scheme by which I can save money, sometimes it's a new contrivance to attract customers, sometimes it's a good job of goods they hear of. I think I've got the best end of it, because I don't make the arrangement except on goods that I know will give satisfaction if they are given a chance. To try to bolster up inferior goods would hurt my trade, you see. And the salesmen are all apparently pleased with the arrangement, too."

This dealer has one of the most attractive and prosperous stores in Newark, and it is by such methods as these that he has accomplished it. There is no reason why other dealers shouldn't work the idea and profit just as much. Get a salesman whose eyes are open for such things, and it will be easy to make use of his information so as to obtain results.

* * *

CIGAR BANDS STILL WANTED.

The fad for cigar bands seems to be increasing rather than diminishing. At some of the department stores it is possible to buy imitation bands at so much per envelope which are supposed to be used in making ash trays, etc., but with the majority of those who have the fad, these do not seem to satisfy.

They want the real things and besides urging their male friends to smoke as many cigars as possible and save the bands, the fair collectors frequently themselves invade the cigar stores and try to wheedle the dealer out of some of the bands. Some have found out that under certain circumstances it is possible to get bands from the manufacturers and are making strenuous efforts in that direction.

The dealers are not in a position to give away the bands, and are compelled to turn the asker down. It might not be such a bad advertisement, however, if some of the manufacturers would judiciously distribute some of the bands among their dealer customers, because they could feel sure that the bands would be used in a way that would make it impossible for the person using the completed dish not to read the name of the cigar brand.

* * *

A NEW WAY TO CUT PRICES.

Price cutting continues without abatement, and many dealers who know better and realize that it is an evil, succumb to strong competition and commence to make slashes, in the idea that it will defeat the competition.

If you must cut, do it in a way that will bring you something out of it. It can be done. You may not sell quite so many goods by the method about to be proposed, but what increased trade there is will be of a valuable sort.

Instead of cutting down some brand so you are selling it at cost or even less, make the cut in the form of a rebate on goods. Charge the regular price, but make the cut in the form of a rebate to the buyer. Give him credit for so much, redemption to be made when the credits have reached a certain sum, and to be made in merchandise, not money.

If it is made plain to a customer that by paying ordinary prices for a brand he is accumulating a margin, that will finally give him $5 worth of goods for nothing, he will come a-running,

The way the dealer comes out even on this is because of the fact that he holds a customer to whom he has given the first credit and finally makes a regular customer of him, and because he makes the rebate offer only on certain brands, and pays it on standard goods at the standard price. Naturally there isn't any money in it for him, any way you look at it, but it stands to reason that by the time a customer has accummulated $5 worth of rebate, he will have bought other things besides the special goods.

It saves the dealer from committing suicide in the usual cut-price cut-throat way, and he can often make a special deal on a job of goods that he had got hold of very cheap. The customer from whom he benefits, if he benefits at all from his cut price sale, is not the man who would rather save two cents by going to the straight cutter on the other corner, but rather the man who would much rather allow the rebates to accumulate until he has something to show for it.

THIS IS A UNIQUE SCHEME.

Some retailers in residence sections, or in small cities, come to know their customers very well, in fact consider most of them as friends. They have nothing but good will for them, and will do whatever they can to favor them. But the strangest way of doing this yet heard of by the writer was invented by a large dealer in Philadelphia, in a part of the town where many of the customers drop in for a little chat in the evenings.

This dealer must have a big strain of Yankee blood in him; at any rate he is thoroughly familiar with human nature and his scheme has worked in great shape for a year.

He started it just after the New Year, a year ago. His customers were talking in the usual way about turning over a new leaf, saving money and generally living the simple life. They were going to cut down their smoking as a starter and their wives had it all figured out as to how much they could save that way.

Naturally, a cigar dealer isn't fond of that sort of talk, because while it is usually so much hot air, indigent to humanity at that season of the year, in some cases it works for keeps, and in many for awhile at least, all of which is so much less in the dealer's till. So this man got to thinking and made this proposition to his well-intentioned customers.

"You fellows say you want to save money. I'll tell you how you can do it, so everyone will be satisfied, and you won't have to stop smoking, which you'll admit you don't want to. Every time you buy a five cent cigar, pay me a dime and I'll be your banker for the extra nickel. It'll be a lot of trouble, but I'm willing to help you out. At the end of the week or month, whichever you prefer, you'll have a nice little sum waiting for you, which I'll bet money you wouldn't have saved any other way. I guess you know I'm honest, but as it will be down in black and white, there won't be any chance for disputes."

The idea struck a lot of them as a first rate one and they came along. The dealer had considered the possibility that many of them would buy less cigars when they had to pay double price, even though they knew half of it would come back, but after a brief consideration of human nature, he figured out that he would sell more cigars instead of less. The customer could indulge his habit to his entire satisfaction with a calm, clear conscience, because he would reflect that the more he smoked the more he saved. This reasoning may have its flaws when you examine it carefully, but the dealer rightly argued that they wouldn't get that far.

And they didn't. Some of them have kept it up the whole year and still think it's a good scheme, while others break it off after a time because, perhaps they are pinched for ready money, and then start it again. The dealer is satisfied, because he is sure his customers will stay along with him, and bring others and because he no longer has to be afraid of swear-offs.

THIS is the cheerful countenance of William Catlin, who sells goods on the road for T. J. Dnnn & Co., of New York, which firm recently took the Victor Thorsch Co. Mr. Catlin's specialties are the Bachelor and Buster Brown brands, on which he is hustling now. He is well known in many sections of the country and popular.

cured and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

men, and cited instances to prove it. All the men referred to were said to be top-liners among the drummers and known from one end of the country to the other in their own trade.

"One fellow would never go after an order unless he wore a red necktie. He didn't know just why, but I suppose, as you say, he wouldn't be able to do any business without the necktie because he would be convinced that he couldn't.

"Another drummer was said always to carry a wishbone in his pocket, and went back a hundred miles for it once, when he left it home. Another man will never write a letter on the stationery of the hotel at which he is stopping but uses that of some other hotel.

"Another man has carried his own pillow and thrown those of the hotel on the floor, ever since he was scratched by a pin in a hotel pillow and had lost an order the next morning. One fellow carries his own telephone receiver with the idea that it brings him luck. Another salesman carries a Russian Bible with him everywhere. He doesn't know a word of Russian, but he always takes the Bible out and glances through it before going after a big order.

"There is said to be a drummer who will never eat until he has a boiled potato in front of him with a fork sticking up in it, and another man who writes his name on three lines of the hotel register and draws a double line through each name, declaring that unless he signs just that way he won't sell any goods in the town.

"There were a lot of others, too," I told my friend, "and they were all very queer."

"For a man who called me down so hard about the ladder, you seem to be loosening up," was the answer.

"Well, there really is a lot of superstition when you come to think about it," I admitted. "A whole lot." For I had just remembered that I wear one button made out of a goosebone on my undershirts, and it most always prevent me from taking cold."

THE OLD SALESMAN.

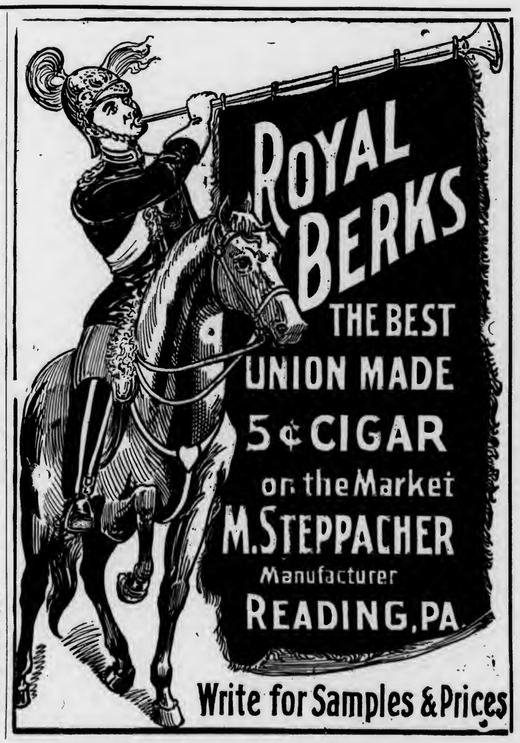
ANTI-CIGARETTE ORDINANCE INTRODUCED IN CHICAGO.

Chicago, Jan. 18.

An ordinance providing for the suppression of the sale of cigarettes and adulterated tobacco was introduced in the City Council by Alderman Hunter at the request of Lucy Page Gaston. It was referred to the committee on judiciary.

The ordinance also provides for the restriction of juvenile smoking. It is as sweeping in its terms as the recently enacted state law of Indiana. It provides that the sale of cigarettes be not permitted after May 1, 1906, and specifies that licenses which have been granted permitting the sale after that time be revoked and the fee paid refunded.

—Manuel Lopez, of the cigar manufacturing concern of that name, has been in Seattle consulting with the local representatives of the company regarding the establishment of a Pacific Coast factory at Seattle. Plans have been under consideration by the company for several months, and these plans will be executed early in the spring. They provide for a factory that will supply the entire business of the company on the Pacific Coast.



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BUYERS MAKE HAVANA MARKET ACTIVE.

Leaf Half-Way Fit to Use is Eagerly Snapped Up at Big Prices, and Supplies in First Hands Will Be Too Small to Meet Requirements of Incoming Buyers.

(Special Correspondence of The Tobacco World.)

Havana, January 15, 1906.

The market during the week has continued exceedingly active as, beside the trust and the local manufacturers, a large number of buyers from the United States have made their appearance, and thus contributed to making the demand urgent.

Stocks in first hands have been further depleted and while prices have advanced, this fact has not abated the eagerness of the buyers to secure goods. As long as the tobacco has not an insuperable fault, such as not burning well, or having a bad odor, minor defects are readily overlooked now, and anything may be said to sell which is half way fit to use in the manufacture of cigars.

In fact, as long as I have been in the island, some twenty years, I have never before seen the market in such a condition as it is now. Sellers have all the advantage and buyers are compelled to pay the figures asked, or do without.

The market is bullish and the majority seem to think that the 1906 crop will be exceedingly small and perhaps in its major part unsuitable for use in the manufacture of cigars in the north. It strikes me, though, that the reports of the damage done have been exaggerated and that after all, leaving out even the new plantings, at least half a crop may be counted upon; that among this there will be some good tobacco notwithstanding all that has been said to the contrary, seems only reasonable.

One manufacturer who has been in the habit of working certain vegas from the San Luis district, assured me that these vegas on which they have the option, will give as good tobacco as any that have been grown during the last ten years. If this is a fact, then certainly there must be other districts where the rain hasn't done the damage it is reported to have caused.

As far as Remedios is concerned I have also heard it stated that the leaf grown around Sancti Spiritus has not had too much rain, but has grown luxuriously and in larger quantities than last year. As the weather has been dry now for more than a week it looks as if the dry season has set in in earnest, therefore the coming plantings will undoubtedly give us an additional fair quantity to count upon, unless some unforeseen calamity should occur.

It is said that the trust was trying to corner the market by giving orders to purchase at least 30,000 bales of leaf, and, as far as is known, it has succeeded in securing already one third of this amount. I am told that a large number of buyers from the United States intend to come here during this month, but it looks to me as if the majority of them will be sorely disappointed when they get here and find out the real situation of our market, as the supplies in first hands will be entirely too small to meet their requirements.

Under these circumstances they will either have to apply to the second hands and the American export houses, or go without tobacco. Unless a buyer is willing to pay exorbitant figures, it might be better for him to stay home than to come here and spend his money uselessly for travelling expenses.

Sales

this week from first hands amounted to 13,383 bales in all of which Vuelta Abajo participated with 11,569, Partido with 1,344, and Remedios with 470 bales. American buyers purchased only 4,485 bales, while the local manufacturers and some speculators took the balance of 8,898 bales. In reality there were some more sales made from the second hand which, however, are omitted.

Buyers Come and Go.

Arrivals: L. F. Muller, of Dohan & Taitt, Philadelphia (omitted last time); H. B. Hyman, of Montreal; Allie Sylvester and Max Stern, of Lewis Sylvester & Son, New York; Samuel Gryzmish, of Boston, Mass.; Sol Hamburger, of Hamburger Bros. & Co., New York: L. W. Scott, of L. W. Scott & Co., Boston, Mass.: Ben Rothschild, of Rothschild Sons & Co., Chicago; Julius Fernback, of E. Fernbach & Sons, Chicago; E. C. Berriman, of Berriman Bros., Chicago and Tampa; William E. Fisher and Antonio Mora, of Gonzalez, Mora & Co., Chicago and Tampa; H. D. Shivers and S. G. Isaacson, of The H. D. Shivers Inc., Philadelphia; August Biederman, of New York; A. L. Cuesta, of Cuesta, Rey & Co., Tampa; J. Menendez, of Menendez Bros. & Verplanck, Tampa; M. Winter, of the Winter, Perez Co., Tampa.

Returned: Joseph and Harry Mendelsohn, of M. Suarez & Co.; Mark Pollack, of Havana.

Departures: L. W. Scott, for Boston, Mass.; Enrique Pendas, for Tampa; E. C. Berriman, for Tampa; Victor Suarez, for New York; D. Hevia, for New York; A. Biederman, for New York; S. Gryzmish, for Mexico; Ben Rothschild, for Chicago; Julius Fernbach, for Chicago.

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Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

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Cable: ZALEZGON Habana

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Monte 156, HABANA, CUBA.
P. O. BOX. 595. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

Havana Cigar Manufacturers continue to be busy upon orders in hand, which are still arriving in fairly large quantities. Owing to the high prices paid for raw material it is more than likely that prices on cigars will be advanced, or if not that at least all discounts which have heretofore been allowed will be abolished. The "Partagas" factory has just issued a circular stating that on account of the above reasons all discounts will be stopped after the first of March 1906. There was a rumor last week that there was a propaganda in the hands of all the allied interests in the manufacturing of cigars to bring pressure upon Congress to issue a law prohibiting the temporary exportation of leaf tobacco from the island of Cuba. While the Cuban Congress might have the right to prohibit the exportation of the second staple article of production, if it should be imperatively necessary to the maintenance of its manufacturing industry, (just the same as any government can stop the exportation of wheat, corn, or cattle in case of a famine) it does not appear likely that such a strenuous measure will be necessary, particularly if the outlook for the coming crop is improving.

Busy factories are "H. Upmann, Partagas, Por Larranaga," Ramon Allones and Cruz Roja, Sol, and Eden."

Buying, Selling and Other Notes of Interest.

Rodriguez, Bautista & Co., sold 1,400 bales of Vuelta Abajo, Partido and Remedios.

G. Salomon y Hnos. still hold a stock of 2,500 bales of Remedios, 1st and 2d capaduras, which ought to be welcome news to all the coming buyers who are looking for this article.

J. M. Garcia & Co. disposed of 1,050 bales of Vuelta Abajo.

Jose F. Iribarren according to a circular issued on the 15th ult. has admitted Pastor Sanchez to participate in a share of the profits. Don Pastor is widely known as the former buyer for the "E. H. Gato Cigar Co."

Perez Obeso & Co. closed out the balance of their holdings, amounting to 912 bales of Vuelta Abajo to one of our local factories.

Joseph Mendelsohn and his son Harry, who returned from New York last week by the steamer "Morro Castle," have pitched in to work with all their might, as M. Suarez & Co., besides the customers in town, are never lacking orders from their many friends, either by mail or cable.

Muniz Hnos & Co. closed transactions amounting to 597 bales of Vuelta Abajo.

H. Upmann & Co. were heavy buyers again last week, as I learned that they secured at least 1,500 bales of various kinds of leaf.

Jose Menendez was a seller to the extent of 500 bales of Vuelta Abajo and Partido.

Sol Hamburger rushed at once upon arrival from the steamer into the market, purchasing between 500 and 600 bales of different kinds of leaf for his firm.

Jose F. Rocha turned over 500 bales of Vuelta Abajo.

Ben Rothschild and Julius Fernbach made quite a number of good sized purchases.

Antonio Suarez sold 500 bales of Vuelta Abajo.

Leslie Pantin is very busy in the market, as besides his customers he always has plenty of orders by cable or mail.

Jorge y P. Castaneda have been doing a good business by reducing their holdings 500 bales of Vuelta Abajo and Partido, which does not include what had previously been bought by them for their customers and now turned over to them.

Charles E. Crawford and L. F. Muller have been actively going over our market, and have already secured several excellent vegas.

Bruno Diaz & Co. made sales amounting to 460 bales of Vuelta Abajo and Partido.

L. W. Scott remained only three days in Havana and, while I understand that he did not care to engage himself very deeply at existing prices, still he did not leave empty handed, increasing his holdings by the purchase of several vegas.

Sobrinos de V. Diaz disposed of 400 bales of Vuelta Abajo and Partido.

Allie Sylvester and Max Stern have again added to their already large holdings by fresh purchases, as they have been selling a large portion of their stocks to their customers in the North, and, I hear, at the old figures, not wishing to take any advantage of their patrons, although the present situation is different from what it was six weeks ago.

Sobrinos de A. Gonzalez sold only 374 bales of Vuelta Abajo and Partido, al-

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

though I understand they are in treaty upon some very large lots.

Grau, Planas & Co. turned over 170 bales of Remedios.

J. H. Cayro & Son were sellers to the extent of 145 bales of Vuelta Abajo and Partido, and they also purchased on account of their customers 147 bales of Vuelta Abajo from other parties.

Joaquin Hedesa turned over 125 bales of Partido.

A. M. Calzada & Co. sold out their Remedios stock, amounting to 100 bales.

Suarez Hnos closed out 100 bales of Vuelta Abajo.

Receipts From the Country

	Week Ending Jan. 13	Since Jan. 1
	Bales	Bales
Vuelta Abajo	522	1,280
Semi Vuelta	53	53
Partido	69	110
Matanzas	2	3
Remedios	1,797	2,003
Total	2,443	3,449

TOBACCO NEWS OF GREATER NEW YORK

New York, January 22, 1906.

There has been considerable doing in the leaf market this week in Connecticut tobaccos; many of our dealers and packers have been up the Connecticut valley buying and attending to the sorting and packing of their purchases. Much of the new tobaccos are being force-sweated, especially in the lower grades of the Connecticut Broadleaf, which tobacco is curing nicely, and it is expected that samples will be shown in a week's time. All kinds of leaf are still held at advanced prices and while there is much demand for old goods, transactions are limited.

The prudent cigar manufacturers were heavy purchasers last fall. Sumatra is moving fairly well and an increasing demand for Florida and Georgia wrappers is noticeable. Plenty of Havana tobacco came in on the steamer Morro Castle on Tuesday, also many American buyers returned more or less satisfied with their purchases made on the island. The news from Cuba regarding the damage done by the recent rain storms is more encouraging than last week's reports.

* * *

Cigar factories are all busy and there is a steadily increasing demand for clear Havana cigars. Salesmen on the road are getting their share of orders, and the New York manufacturers are enjoying a good share of the western trade.

Retailers are not complaining, as the spring-like weather of the past week was of great benefit to them. The automobile show at the Madison Square Garden brought thousands of visitors to New York, crowded our hotels to their capacity and helped to swell the receipts of the retailers. There is considerable gossip going the rounds about the next Tobacco Exhibit to be held here in September. The new cigar dealers' association will not conflict in any way with the Cigar and Tobacco Dealers' Association.

* * *

Kahn, Zenn & Heine, of 300 Canal Street, have been very successful manufacturing clear Havana cigars, although in business but a trifle over a year. Owing to their increasing sales on "La Pilari" they are forced to rent an additional loft at their present location.

William Starlight, son of M. Starlight, of Starlight Bros., is on the road once more and is keeping the factory busy with orders he is taking for the "La Rosa de Paris." Starlight Bros. are now having their various brands banded.

A. Van Derpoorteu & Son, leaf dealers at 209 Pearl street, are well satisfied with the increase in their business since they opened their down town branch. This concern is a large holder of old tobaccos that are greatly in demand and in consequence is putting through some large deals.

Theobald & Oppenhiemer Company is sending its many New York customers a handsome calendar advertising the "La Toca," a Tampa made cigar.

H. R. Daniels, retailer on Beekman Street, is certainly doing some price cutting; for the past week he has been offering the following leaders: E. M. Schwarz & Co.s "Dan Sully" three for 10 cents, "Grubmler three for 10 cents, "New Cremo Victoria three for 10 cents, R. A. Bachia y Co.'s clear Havana 10 cent panatela at 5 cents each, A. T. Co.'s "Continental, bouquet size, at 5 cents each; Leopold Powell & Co.'s "Comedy Club," major size, at 6 cents straight; "St. Leger's Little Cigars" at 8 cents a package, and the 15 cent package "Beacon Lights" at 10 cents.

In Turkish cigarettes, "Turkish Herald," the new 15 cent package of the Turco-American Tobacco Co., are offered at 10 cents each.

Sam Diamond, lately connected as salesman with I. Lewis & Co., has embarked in the clear Havana cigar manufacturing business on his own hook and has rented a loft in a building on Third avenue, corner 107th street.

I. N. Maaskoff, 48 Nassau Street, intends making a complete window display this week of all kinds of short smokes. He is working up considerable trade on "Cuban Coquettes" bundle goods, packed 100 in a box.

"Nestor" cigarettes, which started off like a race horse directly after the U. S. plant was started in Boston, have quieted down somewhat and it is believed by many of our prominent retailers that the concern will make some inducement on the goods whereby the cigarettes can be sold for 20 cents a package instead of 25 cents, the present price.

Miller & Maltby will adjust on behalf of the insured the loss of Hinsdale, Smith & Co. sustained on Wednesday at the fire in Acker & Co.'s bonded warehouse, 73 and 74 South Street.

Jacob Stahl, Jr., cigar manufacturer, is one of the trustees of the new Bronx Savings Bank, lately authorized to do business in the Bronx.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE, NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

Of Course
You say that prices today are high, but if you wait until April, the price of goods three months hence will prove that the prices of today are low.
We have on hand a good stock of
Santa Claras AND Heavy-Bodied Vueltas
which we are holding for our regular manufacturing trade. Therefore supply yourselves today at existing prices, and DON'T WAIT.
Hamburger Bros. & Co.
Importers of Havana Tobacco
228 Pearl Street, New York.

M. C. Miller, Hartford, Conn., leaf packer, was here this week.

H. Fondiller, cigar manufacturer and retailer, corner Dey and Church streets, has been forced to vacate owing to the building being torn down. H. Eisenberg has purchased the cigar and tobacco store at 146 West Street, formerly run by H. H. Levi.

The mysterious Mr. Green, of Pittsburg, at present under arrest here, who sold the bogus Norfolk & Western R. R. Co. stock certificates to Wm. Duke & Co., of Cleveland, O., is believed by the police and the Pinkertons to be identical with Col. T. C. P. Calmey, who is wanted in connection with the swindling of Charles P. Buchanan, the late tobacco manufacturer, out of $40,000 by bogus stock of the Horseshoe Mining Co.

On the steamer Morro Castle, which arrived Tuesday from Havana, were Sidney Goldberg, Jose Menendez, D. Hevia, of New York, and Ben Rothschild, of Chicago.

Hugo Osten, the bankrupt cigar dealer, of 124 Bleeker Street, was sold out on Thursday by order of Wm. D. W. Miller, receiver in bankruptcy.

E. Mayer, retailer at 29 and 31 Center Street, is attending his store once more, having recovered from an illness that confined him to the house for two weeks.

Mortimer Frank, of M. Frank's Son, 128 Water Street, intends making a trip through Jersey next week, offering a fine line of Florida Sumatra, of which he handles quite a quantity.

Charles Salomon, of the De Florida Tobacco Co., leaves in the morning on a week's trip to Pennsylvania, where he has many friends and customers who are ever ready to listen to his funny stories.

The A. Hussey Leaf Tobacco Co., at 174 and 176 Pearl Street, in balancing up for the year 1905, has ascertained that it was the best year's business of the twenty-eight since the business was established. This year has also opened most favorably. The company has always made a special feature of retailing, and its operations are the most extensive in the country. The stringency in the leaf market has been a hardship upon many houses doing a retail business, but the Hussey Leaf Tobacco Co. states that it still has large stocks and is fully prepared to meet the demands of the trade from any of its warehouses at either New York, Chicago or St. Louis. The company is among the most extensive of advertisers and is known from one end of the land to the other. General Appraiser Somerville, for the Board of United States General Appraisers, overruled the protest of Emery Bemis & Co., Boston, against the assessment of duty at 35 cents per pound on one bale of Havana leaf tobacco, under paragraph 213 of the tariff act of 1897. The importers claimed that the duty was excessive and that under the Cuban reciprocity treaty they were entitleed to a reduction of 20 per cent upon the amount assessed by the collector. The decision states that the tobacco was produced in Cuba, imported into the port of New York on January 16, 1900, subsequently forwarded to Boston, where it was entered for warehousing on September 25, 1900. The collector stated that the 20 per cent reduction claimed by the importers was not al-

(Concluded on page 18.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Hargill."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ELIOT SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, JANUARY 24, 1906.

IF YOU'VE GOT TO BUY, BUY NOW.

We are in receipt of a communication from a manufacturer who uses considerable Havana leaf tobacco in his factories, asking us for advice. He refers to the uncertain condition of the Havana market at present, states that he has enough leaf of that variety to cover his normal output for six months, and wishes to know whether it would be better for him to wait until the supply is nearly used before replenishing his stock, or to buy where he can now.

While we have made personal reply to this correspondent, we presume he is not alone in his dilemma, and so extend to others, who may care to accept it, the advice which we offer him.

That is, buy now.

In one sense this is really not a personal opinion at all, as it is based entirely on the extensive information which reaches this office in the form of news and which all contributes to establish the fact that Havana tobacco will certainly be no cheaper for at least a year. Beyond that it is, of course, folly to go.

Considerable of the same nature might also be said of domestic tobacco, but that is not the point of discussion. The most favorable reports from Cuba show that there cannot be more than a half crop, as a result of the destructive rain storms, and it is quite possible that really good and desirable tobacco will be extremely scarce indeed. If this manufacturer who writes us can pick up the sorted leaf he needs at prevailing prices, we think he will be very foolish if he does not do so.

No condition conceivable can occur within the next six months to lower prices while a number of conditions can, and probably will, occur to elevate them. If the manufacturer intends to continue his output and has the money to secure what stock he needs at this time, what can he hope to gain by holding off? Let him use his own judgment in this matter, and if, after studying the situation as near as he can come to it, he cannot see that his only hope lies in prompt action then let him blame no one but himself if he is compelled to dig deep a few months hence.

WHAT IS A MONOPOLY?

Those who have followed the case of E. Locker & Co., Brooklyn jobbers, who brought suit against the American Tobacco Co., to recover damages because the latter refused to sell them goods, are still bewildered as to just how far a trust can go and remain within the law. It is for this reason that the result of the appeal, which it is understood will be made by the Lockers, will be eagerly awaited.

The Sherman anti-trust law apparently provides that no corporation can establish a monopoly which destroys competition. It is presumably with that theory in mind that the government is conducting its investigation of the various trusts, but the Sherman measure does not seem sufficiently forcible to prevent such decisions as the one made by Justice Marean in the Locker case when it was in the Brooklyn court.

Against that, however, is the case tried in the U. S. District Court at Philadelphia by C. G. A. Loder against the drug trust and won by him. It was ruled in the Loder case that a wholesaler may refuse to buy from a proprietor or sell to a retailer, but that no combination of men has a right to attempt to control another man's business.

Apparently Justice Marean does not see it that way. Granting that one concern owns nine-tenths of the tobacco industry in the United States, he told the plaintiffs that they were only suffering from the lawful power that goes with such an ownership; he does not understand how that ownership could be compelled to sell its goods when it does not wish to, unless a definite contract were made.

The Locker grievance was that after the firm had accepted in good faith representations made it by the defendant to the extent of building up almost an exclusive trade on the defendant's goods, the latter was exercising an unlawful power in suddenly cutting off its goods, or in other words sweeping in one instant the plaintiffs' business from them.

Jobbers take the stand that if such an action does not demonstrate the undue power of a trust which is sought to be restricted by the Sherman law, then their ideas of the nature of a trust are sadly at sea. No one will be completely satisfied until the matter has been passed on by the highest court, by which, of course, a most valuable precedent will be established.

In the meantime it is useless to worry as to at just what point a trust becomes amenable to the law.

THE TOBACCO TRADE IN PHILADELPHIA.

Here and There With the Retailers

Trade was fair during the week among the Chestnut street dealers some of whom think that should the open weather continue for any length of time, there will be a spurt of business. A good many dealers kept their store doors open this week, which always serves as a lure to passers-by. There is not much doing in the box trade and there wont be until winter decides to stop four flushing.

Owing to the illness of the president, James I. Hassan, who was thus unable to attend to the details of issuing the proper notices, there will be no meeting this month of the Philadelphia Retail Cigar and Tobacco Dealers' Association. The regular meeting will be held in February, however, when special business is to be transacted.

L. Arons, who has the cigar store at Seventh and Chestnut streets, formerly occupied by Hancock & Adams, has been under the weather lately.

It is now reported that the real estate department of the United Stores Co. has secured a lease on part of the building at Fifteenth and Chestnut streets given up by the Y. M. C. A., and will open a branch store there. The corner store is now occupied by Bradford Clark, grocer, who has a large cigar department.

It looks as if there were likely to be considerable competition between the new United branch on Market street above Tenth, and the cigar stand recently installed by George Evans, in his store next door. The latter has made a feature so far of cutting certain brands, and the United may choose to go them one better.

James I. Hassan, Woodland avenue retailer, who has been under the weather since Christmas, is beginning to feel better again and expects soon to be all right.

With Manufacturers and Jobbers.

The local manufacturers report no lack of orders, although there is not a tremendous amount of money in filling them just now. It is probable that some of them would come out just about as well if they closed up until the leaf stringency is over which is a date hard to predict. However, the factories are being kept busy in most cases so there is a good output.

Mr. Hilbronner, of Hilbronner & Jacobs, is traveling through the South on his first trip this year and has found things very promising so far.

F. W. Galbraith, Jr., of the Queen City Tobacco Co., has been in this city to see how Red Devil was going. A constant hustle is maintained on these goods.

George E. Spotz, president of the Theobald & Oppenheimer Co. is recovering his health slowly and expects soon to be able to undertake regular office hours again. Mr. Spotz's convalescence has been much longer than he expected, and he will be very glad to be in a position to take up his duties again.

Norbert T. Weser, well known in the local trade, has taken a position as manager of the Philadelphia office of John Slater & Co., and has established headquarters in the Heed Building. Mr. Weser will take care of this market and also New Jersey and Delaware. As he is known as a hustler, there will soon be something doing.

H. F. Martin, and W. H. Snyder, of Windsor, Pa., were among the visitors during the week.

Barron Taylor, American representative of the Por Larranaga factory in Cuba, was in town last week and got around among the trade.

The new factory of Stephano Bros., of Walnut street above Eighth, a handsome seven story structure, is about completed and will soon be occupied by the well known manufacturers of the Ramesis brand. The plant has every modern facility.

Leaf Dealers' Jottings.

There were some shoppers in the leaf market during the week and some business was done. There are plenty who are obliged to buy leaf very soon, and while they don't look very cheerful over the prices quoted they will have to accept them. There is quite a little leaf being held by Philadelphia dealers, who are naturally prepared to let it go only at stiff prices, but the market will not be as slow starting off as it was last year for the reason that there is so much more demand. The dealers seem pretty generally to be satisfied with profits last year.

The Amsterdam Sumatra Co., which is one of the younger firms of the street, is happy to be able to report steady progress and a very good year.

C. E. Robison, formerly with L. G. Haeussermann & Sons, is now connected with Philipp J. Kolb & Co., and will canvass the first district of Pennsylvania.

S. Strauss, well known in the trade as a leaf salesman, has connected himself with L. G. Haeussermann & Sons and has started on his first trip. His work will be principally in the coal regions.

Albert F. Rico, with the Boston Havana leaf tobacco importing firm of A. F. Rico & Co., has been spending some days in Philadelphia and vicinity.

A. Martin, who is regularly covering this section for Hamburger Bros. & Co., of New York, was a visitor here last week.

Dotts & Keely, an enterprising firm of leaf dealers on North Second street, this city, have for some months also been interested in a brick manufacturing plant at Clifton Heights, a few miles out of Phhiladelphia, known as the Alden Brick Co., and, as in the leaf business, they have been very successful.

Philipp J. Kolb & Co. report an unusually good business since January 1 and, having a goodly supply of stock, they are prepared for an active year. They have already increased their selling force.

BARGAINS
IN
Imported Sumatra
Medium to Light Spotted

Good Burn—Nice Colors—Excellent Quality
Second Size Yields Good

$2.25

Don't say "Can't be much," because it's cheap. Try a few pounds, and convince yourself. We are sure you will then order more.

A VARIETY OF COLORS, First and Second Sizes, from $2.55 to $3.40 per lb.

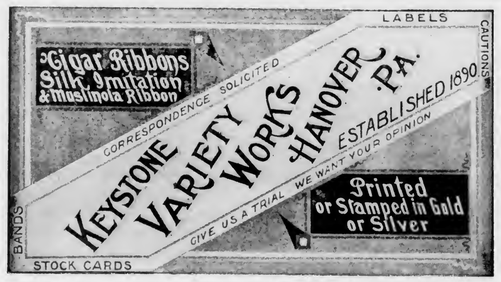
You Will be Surprised
after trying our Sumatra and finding how good it is
At the Saving.

L. G. HAEUSSERMANN & SONS
Importers, Packers, Wholesalers and Retailers of
CIGAR LEAF TOBACCO,
240 Arch Street, Philadelphia
WE BUY SCRAP

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 8.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

C. L. Haeussermann, of L. G. Haeussermann & Sons, states that since January 1 he has been kept constantly at the office in looking after prompt shipment of goods ordered, and that the firm's business was never before in a more satisfactory condition.

SAY PRICES IN HAVANA WILL INCREASE STEADILY.

Sol. Hamburger, of Hamburger Bros. & Co., importers of Havana tabacco, located at 228 Pearl street, New York, returned yesterday from a short trip to Havana. He is most emphatic in his opinion that the prices on Havana tobacco will continue to increase steadily, any, as a matter of fact, goods are selling in Cuba at prices far in advance of those at which they hold their Havanas in New York The firm has on hand a desirable stock of Santa Claras and heavy bodied Vueltas, which it is holding for its regular manufacturing trade, and strongly advises its customers to buy now, instead of waiting two or three months, by which time the prices will have advanced so far, that those of today will appear low and reasonable.

LEAF BUYERS IN HARTFORD.

Hartford, Conn., Jan. 21.

This city has been beseiged all week by leaf buyers, packers and growers, who usually make a stop off here on their way to the interior of the tobacco growing districts. Among the many buyers noticed this week were: Chas. W. Salomon, of the De Florida Tobacco Co., who tells me he has purchased in the neighborhood of 1,000 cases all good binders, slightly hail cut; Mr. Isrealson, buyer for the American Tobacco Co., who has purchased about 100,000 cases of fillers from the various packers and has paid about 8 cents right through; for the loose leaves and rubbish he has been paying 3 to 3½ cents green; Ed. Alexander, of Jos. S. Gans & Co., New York; Freyer Bros., New York; Kutinsky, Adler & Co., New York, and Sam Jaskulek, of Cleveland, were all here this week.

Ninety-five per cent of the new crop of Havana seed has been bought up; there are about 5 per cent light wrappers in the crop.

Several Pittsburg stogie manufacturers were here this week contracting for dark wrappers at 22 cents green.

At Hadley, Mass., Kuntisky, Adler & Co. have about 80 men sorting and packing. The firm made heavy purchases of the new crop.

At North Hatfield, Mass., young Mendelsohn is superintending the warehouse of Meyer & Mendelsohn, where there are about 100 men sorting leaf. A dance given in the honor of the young Mr. Mendelsohn took place Thursday evening in Northampton, Mass., which was largely attended by the tobacco contingency. In Meyer & Mendelsohn's packing the light wrappers are averaging 7 cases to the 100. In and around Hadley and Northampton all the crops have been bought up, and very little remains in the hands of the farmers.

A. Arens, of New York, has been in this neighborhood for the past two weeks. Noah Gillen, of Gillen & Granat, York, Pa., and Luther M. Case, of Winsted, Conn., were also here this week.

Ed. Salomon, of New York, purchased a lot of Dark wrappers from M. C. Miller Co. here, and has been driving through the Connecticut Valley in company with G. L. and Wesley Deming, of Windsor, Conn. S. A. F.

SPECIAL NOTICE.

POSITION wanted by a cigar manufacturer of eight years' experience. Can take entire charge of a factory. Address EXPERIENCE, Box 70, care of Tobacco World, Philada. 1-24-c

WANTED—Every cigar manufacturer to know that I am selling light Sumatra and Connecticut wrappers cheaper than any other house in the country, in lots of one pound or more. Send for sample pound. J. H. SPERA, Ephrata, Pa. 1-10-a

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

PUBLIC SALE.

ON account of the dissolution of Shively, Miller & Co., the following Personal Property and Real Estate will be sold at Public Sale on Tuesday, January 30, 1906, at 10 a.m., at their cigar factory premises, at Fourth and Hanover streets, Pottstown, Pa.:

15 bales Fine Light Sumatra;
10 bales Fine Florida Sumatra;
100 bales Fine Havana, first and second sizes;
2 bales imported Havana Scrap;
100 cases Fine Wisconsin Binders, 1902;
200 cases Broadleaf, 1902, Penna. B's;
35 cases Broadleaf Stripped and Booked Fillers;
10 bbls. Havana Stripped and Booked Fillers;
250,000 Fine 5c. and 10c. Cigars;
350,000 Labels, and all Private Brands, including "Ambrosia," "Happy Bill," "Hackett," etc.

All of the above in lots to suit the purchaser. All the Fixtures, Tables, Desks, Safe, Moulds, etc., etc., belonging to a first class cigar factory.

Also the five-story brick Cigar Factory, 38 x 145 feet, with the Lot and Three Dwelling Houses, either as a whole or separate.

Terms to be made known on day of sale.

SHIVELY, MILLER & CO.,
In Liquidation.
P. U. Hendricks, Auct. 1-17-h

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

NEW GOODS ON BOSTON MARKET

And Old Ones are Being Vigorously Pushed by Salesmen.

Boston, Mass. Jan. 21, 1906.

The trade as a whole showed very little improvement, in spite of some irregularity, although business in general is fair. A new piece of goods is being introduced to the trade called Kenings-ton's Kernal Cut, manufactured by J. G. Dill. It is a 1 2-3 oz. package of cube cut going to the trade at 72 cents per pound. Nelson B. Clark of the Marlboro Cigar Co. is straining every effort to make this piece of goods a success. This is the first J. G. Dill has made an attempt to place on the market in years.

Morris Hanour, manager of Louis Jesselsohn, who has been on the sick list for the past five weeks, is once more attending to the firm's welfare.

Omega, the 5 cent all Turkish cigarette, is being energetically placed with the retail trade by their Eastern representative. At Mandel's on Cambridge street can be seen a very elaborate display of these goods.

L. D. Flint has been engaged by McGreenery & Manning to cover this territory in the interest of the Anna Held brand. Previously Mr. Norden sold these goods.

At the Baltimore Dairy Lunch can always be seen something new. This time it is a sign which reads: "Read, Think, Act. B. D. L." "We may never meet again. That's the theory some cigar dealers go upon; perhaps they can afford to, we can't. That's why if you try our nickel B. D. L. cigar once you will come back for more."

Carl Berger is now representing S. M. Frank, pipe manufacturers, in this territory. He was formerly connected with the Manhatten Briar Pipe Co.

John Kroog, eastern representative of Wm. Demuth, has given up his office and leased an elegant suite of rooms in the Parker House.

Mr. Bondy, of Kaufman Bros. & Bondy, was in town this week calling on the trade.

The American Tobacco Co. has issued circulars to the trade offering a drop shipment deal of Bull Durham granulated. In 25 lb. lots or over a discount of 2 cents per pound is allowed, the discount sent direct from the Company.

The following cigar salesmen were in town this week: M. B. Pendez, of Pendas & Alvarez, makers of the Webster; Emory S. Reynolds, of Theobald Oppenheimer Co., Philadelphia, makers of the Royal Lancers; A. Boyd Wilson, of Trujillo Bros., and Leo Weiss, of the American West Indies Trading Co.

For some time our sailors will chew union made tobacco. The navy department has awarded the contract for the annual supply of tobacco for the navy, aggregating 150,000 pounds, to the United States Tobacco Co., of Richmond, which offered the goods at 35 cents per pound, the lowest bid. This concern makes very fine goods, and the contract was placed in the right hands.

The teachers in Burlington High School have voted to bar any boy who uses tobacco from membership in any school organization and from holding any school office. An investigation developed the fact that forty per cent of the boys were using tobacco habitually. The school commissioners have taken the matter up and any dealer caught selling tobacco or cigarettes to any boy in the public school will be prosecuted to the fullest extent of the law.

A meeting of Cigar Makers' Union No. 97 was held last Wednesday at headquarters. Thomas J. Holmes, vice president, was elected chairman of the executive board. The board approved the application of 43 cigarmakers to strike in a New York factory, where an attempt is being made to reduce wages. The cause for this action is that every cigarmakers' local must ask for the consent and receive the approval of a majority of the other locals in its section of the country before it can strike. The International last Wednesday forwarded the instructions regarding the choice of inspectors and officers at the referendum election of international officials, which takes place Feb. 10. Every member is compelled to vote on this occasion. President Blythe of the Union and Chairman Holmes were named to confer with all other interests which desire the defeat of the passage of the proposed tariff bill for the Philippines, and the committee also adopted resolutions stating the position of Cigarmakers' Union No. 97.

Diamond C, manufactured by Rosenthal Bros. of New York, is being vigorously pushed by Rosenthal Bros. of this city, their New England agents. Sam Rosenthal, the senior member of the firm, tells me that they have been forced to add another wagon to the delivery force.

T. Rosenbaum & Co., of Federal street, are featuring the Bachelor cigars, a nickel piece of goods for which they are agents. A very handsome and artistic display of these goods can be seen in their window. ALFO.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 17 RANDOLPH ST. BRANCHES SAN FRANCISCO 511 BRANNAN ST.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelph Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

NEW YORK TOBACCO NEWS.

(Concluded from page 13.)

lowed owing to the fact that the bonded period of three years from the date of the importation elapsed on January 16, 1903, while the treaty with Cuba was not ratified until December, 1903. In overruling the protest, the decision says in part:

"Where tobacco, which is the production of Cuba, is imported into the United States and placed in bonded warehouse, and remains there for over three years from the date of original importation, such goods are regarded as abandoned to the government under section 2971 of the Revised Statutes, and the rights and liabilities of both the government and importers as to the question of duties are fixed at the time of such abandonment. The subsequent promulgation of the reciprocity treaty with Cuba reducing the regular rate of duty by 20 per cent does not affect such importation. The importation is not taken out of the operation of this general rule by an extension of time made by the Treasury Department within which such tobacco may be sold as abandoned property, or within which duties were to be paid."

Jersey City.

Adolph Feder, proprietor of the Five Miles cigar store, 51 Montgomery Street, reports business as good. Mr. Feder also manufactures cigars in the rear of his store; his leaders are the "7-16-31" and "Cuban Dainty." Mr. Feder claims to sell more stogies than any other Jersey retailer and carries all the popular brands, but features mostly those made by M. Feder, of Cleveland, O.

Unique Cigar Stores Co., at 57 Newark Avenue, are known as price cutters. They have a good sale on Josephson Bros.' "Grand Vizier" and "Bankers' Club" Havana seconds.

Max Simon, Jersey representative of L. Miller & Sons, New York, called on the trade Thursday. He says "Grumble" cigars and "Level Head" are good sellers in Jersey City and that "Leroys" are coming to the front once more.

Jacob Cohen, a Newark Avenue retailer, has gone to Sullivan County to remain some time on account of ill health.

Rosenbaum & Co. were quite busy when I called; they operate two stores here. They were changing their window display and owing to the length and depth of the window it looked as if it would take a day to complete same.

Charlie Marks has one of the oldest retail stores here and has an old line of customers. Mr. Marks' window display this week consists of "El Proviso (Porto Rican), "Key West Seconds," "Belle de Montrose" and "7-20-4" cigars.

Jacobowitz Bros. this week are featuring Seidenberg & Co's "After Dinner," "Captain Cuttle," "Montgomery Special" and "7-20-4" cigars. A clear Havana short smoke called "Kara" made by Landfield Bros. & Co. and packed in 20ths and 40ths at 90 cents and 45 cents respectively, are making quite a hit with them.

Christie McCabe is doing quite some wholesale business on various private brands he has manufactured for him. His leaders are "La Flor de Wm. Broderick" and "Maestro."

Hoboken.

The store of C. F. Guth, 43 Newark street, is up-to-date in every respect. Mr. Guth has the agency for Jacob Stahl, Jr., & Co.'s "Brunswick" and "Nonico" also for Carlos Murias & Co's "St. Regis" and other clear Havana goods. Mr. Guth has a daily raffle contest for a box of 12 "Brunswick" cigars and it attracts many purchasers.

Chas. Steinruck is one of Hoboken's oldest cigar manufacturers. His store is situated near the D. L. & W. ferry and he has a good transient trade.

Fred Krause, retailer and manufacturer at 124 Hudson street, does a good business. The store is located near the Empire Theatre, and his leading brands are The Bremen and Wild Elk.

Joseph Friedman a New York leaf dealer has been here this week calling on the manufacturers and secured some nice orders for some of his fancy Havana tobaccos.

COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA
Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

This Building For Rent.

Located at Stevens, Lancaster county, Pa. Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. Jas. Y. Shearer, Sinking Spring, Penna. 1-10-t

WISCONSIN GROWERS AND DEALERS WILL MEET IN MADISON.

Madison, Wis., Jan. 20.

The fifth annual meeting of the tobacco growers and dealers of the state will be held in Madison the second week in February. Liberal prizes will be hung up for the best displays of tobaccos exhibited by farmers. A good program is being prepared and neither time nor means will be spared to make this a successful meeting. All directly interested in booming the tobacco industry of the state of Wisconsin are urged to be present.

TOO MUCH TRUST.

Australian Tobacco Manufacturers in a State of Dissatisfaction.

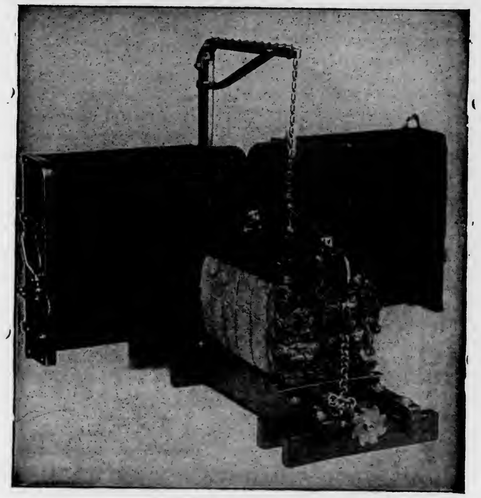
Washington, D. C., Jan. 16.

American Vice Consul Keightly, of Newcastle, New South Wales, has written to the Department of Commerce and Labor regarding the work of a select committee of the Federal Senate, which was appointed to inquire into and report upon the tobacco trade in the Australian Commonwealth. The trade was reported in an unsatisfactory state as a result of the action of a combine of English, American, and Australian tobacco manufacturers.

This committee is now taking evidence in Sydney, and, as might have been expected, the testimony adduced so far has been of a conflicting character. Some of the witnesses averred that the action of the trust was against the interests of the grower, the tobacco worker, and the consumer, and that all three of these enjoyed better conditions before it came into existence. The evidence of others went to show that the actual facts were in direct contradiction of these allegations.

The Labor Socialist section of the people throughout the Commonwealth strongly favors the nationalization of the tobacco trade within its borders in imitation of the example of France, and it is considered probable that an outcome of the present inquiry will be a determined attempt by the Labor Party in the Federal Parliament to give effect to this desire. It is worthy of note that an experienced Australian tobacco manufacturer informed the committee that Australia would never be able to produce as high a grade of tobacco leaf as America.

MINNICH BALING PRESS



Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.
C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
York, Pa.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street, Manufacturers of Cigars FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

STILL QUIET IN LANCASTER.

1905 Crops Beginning to be Delivered Quite Rapidly.

Lancaster, Pa., Jan. 22.

It has been another uneventful week in the local leaf tobacco market, and but a comparatively small volume of business was done, although packing houses are again active. The 1905 crops are beginning to be delivered quite rapidly, and with continued weather favorable to stripping deliveries will undoubtedly increase in number and volume.

It is expected that a considerable quantity of the new goods will be put through the bulk sweating process, which will hasten the time when they can be put on the market. The system has been in vogue for several years at a few of the largest warehouses, and so far it has proven most satisfactory to the packers employing that method, for it is claimed that chances of damage are reduced to a minimum, if not not entirely eliminated.

Considerable quantities of tobacco have been received at various points in the county, particularly at Ephrata, where the United Cigar Manufacturers and the American Cigar Co., received heavily. This is also true of D. Skiles, of Lancaster.

The goods now coming to our local warehouses are said to be in much better condition than usual, and the warning notices issued by the Lancaster Leaf Tobacco Board of Trade had good effect. At least one case has been settled by arbitration through the instrumentality of the local association.

H. H. Miller, a leaf dealer, of this city, was a recent visitor to Philadelphia.

The S. R. Moss Cigar Co. has opened a branch factory at Marietta, Pa., and is occupying the building known as the Fulweiller building.

Orders are beginning to come from the jobbing trade, and manufacturers are hopeful of a good spring business.

The new factory building of John Slater & Co. is progressing fairly well, and although the lease on their present premises has some time to run yet, they will take possession of the new plant immediately upon its completion so as to take early advantages of the greatly increased facilities. The firm has established an agency in Philadelphia, with N. T. Weser, well known to the trade in the Quaker city, in charge. Mr. Weser will also cover eastern Pennsylvania, New Jersey and Delaware.

A. D. Killheffer, of Millersville, has sent out to his trade a very fine calendar for 1906. Business with him is continuing very good.

Stauffer Bros.' Manufacturing Co., of New Holland, have commenced the new year very auspiciously, and with a goodly number of orders on hand.

John F. Schnupp, representing John Leopold & Son, of New York, has been at his home, in New Holland, for several weeks, owing to the serious illness of his father.

John H. Weaver, of New Holland, is having an excellent run of business at present.

READING HAS ITS SHARE OF TRADE.

and Some Manufacturers are Behind With Orders.

Reading, Pa., Jan. 22.

The trade in general is pretty well pleased with the way busines is starting in for the year, as quite a number of manufacturers are quite busy.

The Penn Cigar Co. had an exceptionally good business during 905, and prospects at present are vezy encouraging for 1906.

Last year was the banner year for the Fleck Cigar Co., as their output was the largest in the history of the company.

M. Steppacher is uniformly busy on his line of strictly union made cigars which has an established reputation and a large following from the biggest of distributors.

Yocum Bros, have been rather dull since new year, but orders are now beginning to arrive in good volume.

Chas. Ream, operating a union factory, reports a good demand for his product at present, in fact so much so, that he is unable to fill orders as promptly as he would like.

Henry Rindskopf, leaf dealer, who was confined to his room by illness has greatly improved.

John U. Fehr & Son, leaf dealers, have had an active business during the present month.

The N. & N. Cigar Co., has placed several new brands on the market which it is pushing energetically.

H. B. Hassler has removed his factory from North Ninth street to Elm street, and is now employing about 20 hands, principally on nickel goods, upon which an extensive trade has been built up.

NO COMPLAINT IN YORK.

Orders are Coming in Satisfactorily to Manufacturers.

York, Pa., Jan. 12.

There is little complaint of any kind heard in the trade here, except as to the apparent scarcity of leaf. Manufacturers generally are doing very well, and orders are coming very satisfactorily.

Harry J. Blaiser, with J. H. Stiles, leaf packer of this city, was married last week to Miss Elsie Poette, of York.

T. R Decker, who has for several years been engaged in cigar manufacturing in York, has removed his factory to Hanover Junction.

Quite a number of leaf salesmen are arriving here. Among the recent visitors were R. R. Uhler, with H. Duys & Co., of New York; B. Livingston, with K. Strauss & Co., Philadelphia; D. Kalberman, with Jos. Hirsch & Son, of New York, and Chas. W. Salomon, also of New York.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO. Successors to F. H. BARE & SON
Packers and Dealers in
Largest Plant in the State LEAF TOBACCO We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.

David Forry, a well known tobacco manufacturer of York, escaped death a few days ago, only by presence of mind. During the night an exhaust steam pipe leading from Mr. Forry's factory to the exterior of the building froze up. Mr. Forry endeavored to thaw the frozen pipe by lighting a piece of paper and holding it under the pipe. In some manner the flames ignited his coat and in a few moments he was encircled by fire. He ran into the building, secured a blanket and throwing it over himself succeeded in smothering the flames. Mr. Forry's arms were burned slightly.

R. D. Zech, a well known York tobacco buyer, shipped last week 80,000 pounds of York county leaf tobacco to Lancaster. It was purchased by Mr. Zech for John F. Brimmer, of Lancaster, and been secured from some twenty growers, mostly in the vicinity of what is known as the Druck Valley, which is the famous tobacco district of this county.

W. H. Raab & Sons, of Dallastown, have made some very heavy shipments of cigars during the present month. They have engaged, as a traveling salesman, Wallace Leidy, who, some years ago, was a representative of Sheip & Vandergrift, cigar box manufacturers, of Philadelphia; subsequently he took a position as manager of the Merchants' Cigar Box Co., of Dallastown, and later went into the cigar business on his own account, at Seigfield, Pa., but discontinued some time ago.

W. H. Snyder, of W. H. Snyder & Co., was on a business trip to Philadelphia last week. H. F. Martin, of the same firm, is now on a three weeks' trip through eastern Pennsylvania.

DANVILLE MARKET LIGHT

Bad Weather and High Prices Holding Things Back.

Danville, Va., Jan. 20.

Sales are light on this market, owing to unsuitable weather for handling tobacco and the very bad roads. The quality of what has been offered is medium in character, with but little fine tobacco offered.

The principal buying seems to be by the large companies and by manufacturers' agents for the actual needs of their factories. Speculators are comparatively idle, as prices are not low enough to induce very active speculating at this time. There is considerable trading in round lots of tobacco in both the present and the 1904 crop. Inquiries are for all grades, except dark mahoganies, for which there seems to be little demand, allhough the stocks of this style of tobacco are comparatively small, and can be bought at very low prices. The owners are willing to part with their holdings of dark mahoganies at such low prices it seems manufacturers would be induced to take hold of them. Considering the value and quality of these tobaccos, they are the cheapest in the trade, and the most useful.

BIG DEAL IN OWENSBORO.

1,102 Hogsheads of Leaf and Lugs Sold to Continental Co.

Owensboro, Ky., Jan. 19.

One of the largest tobacco deals that has been closed for some time was consummated by sale of the leaf and lugs which were pooled in the Turpin & Wood Equity Warehouse last season. There were 1,102 hogsheads of leaf and lugs pooled at this factory by the members of the American Society of Equity.

This tobacco was shipped to Louisville and put in the hands of the Louisville Tobacco Warehouse Co. The average price obtained for the tobacco was $9.25.

The sale was made through I. P. Barnard, president of the Louisville Tobacco Warehouse Co., and it is generally understood that it was purchased for the Continental Tobacco Co. There are 1,700,000 pounds included in the sale, which will bring $157,250.

The finance committee has had many offers recently for this tobacco but an agreement has just been come to. There remain about 280 hogsheads of trash that was pooled in the Turpin & Wood house last season; 460 hogsheads of leaf and lugs in the Thomas factory and 200 hogsheads of leaf and lugs in the Whitesville Equity house, making a total of 940 hogsheads yet unsold of last year's pooling.

Recent Incorporations, Etc.

—The Cosio Cigar Co., of New York City, has been incorporated to manufacture tobacco with a capital of $40,000 by Maurice B. Dean, Humlin Brooks Hatch and Walter Gardner.

—The Strigle Cigar Co., of Lancaster, O., has been incorporated with a capital of $120,000 by Harry Weaver, F. P. Strigle, Louis Rosey, Martin Hiltinger and Eunice Cherry.

—The Knollenberg-Bresser Co., cigar manufacturers at Jacksonville, Ill., has been incorporated with a capital of $10,000 by Frank C. Dresser and others.

—The Hartford Tobacco Warehouse Co., of Ohio County, Ky., has been incorporated with a capital of $5,000.

—Solares & Co., of Chicago, have been incorporated to manufacture tobacco with a capital of $50,000 by Sebastian Solares, B, E. Morse and H. J. Glaspell.

—The Blakeslee-Snyder Co., of Buffalo, N. Y., has been incorporated as distributing agents for cigar manufacturers with a capital of $5,000 by Fred R. Blakeslee, Joseph T. Snyder, Harvey L. Brown and Fred W. Ely.

—The Plainfield Cigar Co., of North Plainfield, N. J., has been incorporated with a capital of $25,000 by John L. Woodfield, William C. Dunham, and William A. Coddington.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

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Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
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M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A. "The Amateur's No. 1 Tobacco Expert."
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R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
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CIGAR BOX EDGINGS
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W. B. HOSTETTER & CO.
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Georgia Wrappers Packed Like Sumatra
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MANUFACTURER OF
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FOR THE
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Business Changes, Fires, Etc.

California

Arbuckle—W H Evans, cigars, tobacco, etc, transferred assets

Colorado

Denver—J G Hannum, Manager, cigars, in possession of trustee

Connecticut

Bridgeport—Minty & Porter, cigars, sold out

District of Columbia

Washington—George E Smith, tobacco, news, etc, chattel mtge

Florida

Tampa—Tierra del Lago Cigar Co, mfrs, real estate mtge, $575

Georgia

Athens—M H Skalowski, cigars, soda water, etc, succeeded by Rainwater & Hale

Illinois

Chicago—E J. Wolff & Co, cigars, sold out

Iowa

Clinton—Hamilton Cigar Co, not inc, D J Hamilton succeeds

Massachusetts

Boston—Alex Perez, cigar mfr, petition in bankruptcy

Westfield—Bay State Cigar Co, not inc, mfrs, dissolved

Montana

Missoula—Joseph Solomon, wholesale cigars, dead

New York

New York City—H S Thistle, retail cigars, petition in bankruptcy

Ohio

Cincinnati—J H Lucke & Co, cigar mfrs, succeeded by the J H Lucke Co

Elyria—Wm J Dachtler, cigars and tobacco, fire loss

Springfield—Samuel E Crane, cigars, etc, succeeded by Ira W Sharp

Toledo—J C Clauss, cigars, barber, etc, purchase money chattel mtge, $239——W S Griswold, cigars and barber, chattel mtge, $500——Wm Jomberger, cigars and barber, chattel mtge, $1,150, renewed

Oregon

Ashland—E Murphy & Co, cigars, etc, E Murphy, individually, real estate mtge, $417

Kerly—David Ayers, cigars, sold out to A N Hart

Pennsylvania

Allentown—Ike Berman, billiards and wholesale and retail cigars, petition in bankruptcy—M F Thomas, pool, billiards and cigar mfr, judgment, $600

Axeman—Charles H Cruse, mfr and retail cigars, dead

Lebanon—H C Long & Co, H C Long, proprietor, cigar mfrs, succeeded by J D Long & Bros——John D Long, cigar mfr, succeeded by John D Long & Bros

Scranton—George F Soden, cigars and billiards, judgment, $750

South Carolina

Spartanburg—J W Allen, wholesale tobacco, cigars, etc, succeeded by Piedmont Grocery Co

Virginia

Martinsville—Henry County Tobacco Co, damaged by fire

Roanoke—R H Fishburne & Co, Ltd, smoking tobacco mfrs, sold out

Washington

Spokane—Thomas Golden, cigars, tobacco, etc, deed $300——R H Myers, cigars, confectionery, etc, succeeded by by N T McCurdy——J D O'Connell, cigars, etc, sold to George E Packard—C P Vincent, cigars, assigned

West Virginia

Morgantown—State Cigar Co, assigned

Wisconsin

Fort Atkinson—Wm Pinger, cigars, etc, warranty deed, $1,200

The Goldsboro Tobacco Warehouse, which was bought a few years ago for something like $5,000, has been sold at public auction at the court house door in Raleigh, N. C., for $15,000, the purchaser being J. W. Edwards.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
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Special Designs
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Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

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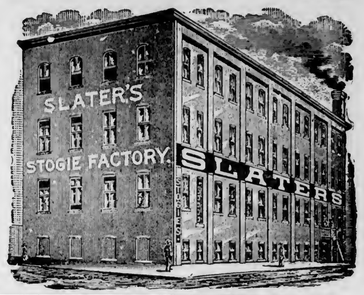

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Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
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Factory No. 2 707 Ohio St., Allegheny, Pa.

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Manufacturer of
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Goods sold direct to Jobbers and Dealers
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Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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Le Droit Building, WASHINGTON, D. C.
CORRESPONDENCE SOLICITED.

MAYSVILLE FAIR WILL BE BIGGEST THIS YEAR.

The Sixth Annual Tobacco and Corn Fair will be held in Maysville, Ky., on February 22, 1906, Washington's birth day. It will be bigger and better than ever. Eminent speakers from Louisville, Lexington and other points will deliver short addresses.

Samples of tobacco must contain twelve hands. Competition open to the world. Exhibitors must state that sample was grown by him or on his land. All samples must be shown in the class to which they belong. They must be in the court house at Maysville not later than 11 o'clock Thursday, Feb. 22, 1906.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Our correspondents write:

North Hadley, Mass.: "Tobacco is all taken down and nearly all sold. F. Scott has twenty-five acres of seed leaf unsold, which he is assorting. W. A. Wilson has opened his shop with forty men and will put up tobacco for T. McGrath."

Suffield, Ct.: "Recent sales of tobacco: A. R. Ford, C. F. Allen to Noble Bros. of Westfield, Samuel Barr to Miller of Hartford, F. V. Phelon to Garnel & Bro., of New York; John Behuke to Kafferbourgh & Sons, of Boston; John Biggerstaff to H. Smith, of Springfield; Richard Gibbons to Kartensky, New York city; Thomas Cahill and Mrs. Rose Malloy to Osterweils & Co., New Haven; George Clark, about five acres at 18c. Mrs. Margaret Tobin has sold her tobacco to Halpin, agent for a New Milford firm, at 15c in bundle. Other sales: Luther Pomeroy, John Ingram to Osterwels, New York city; James Coller to J. C. Lichinstein & Co., of New York; also two cases of 1903 tobacco."

Hadley, Mass.: "The 1905 tobacco has most all been bought up at various prices, ranging from 3½ to 10½c. It was greatly damaged in the sheds during September.

It is claimed a larger portion of it is pole sweat. While much of it is good growth and color, the grower averages very little for his time, care and responsibility in growing the crop, and, therefore, many small growers are discouraged, and have hardly the courage to start another crop this year. There are two assorting shops in town employing alto gether perhaps 150 men, with wages from 75 cents to $1.50 for ten hours labor. The proprietors of these shops are Albert Hurd and Thomas E. Burke."

North Hatfield, Mass.: "I report the sale of 10 acres of tobacco by M. J. Hallorin for 14c in the bundle."—American Cultivator.

EDGERTON, WIS.

A continuous stream of loaded tobacco teams is pouring into the delivery points almost every day of the week and packers are extremely busy receiving their purchases. Now that farmers have their crops in bundle all are anxious to deliver at the earliest moment and the rush is coming faster than the packers can care for it. Warehouse handling is now under full swing at the packing points and the work becoming well systemized.

A few remaining crops in first hands have been taken over at last at very attractive prices: Chris. Felland, 9a at 13 and 5c; Ole Klongsland, 10a at 12¾c and Nordrum Bros., 10a at 12½c.

Mr. Neuberger, of the Rosenwald firm of New York, gathered in several hundred cases of old leaf from local packers. And. Jenion & Sons sold 214 cases; Hansen Bros., 123 cases; H. T. Sweeney, a 50 case lot and Pomeroy & Co., 2 car loads, comprise some of the transactions of the week.

Another season of casing weather early in the week has given the growers a chance to remove the last of the hanging tobacco and stripping is now about completed.

Shipments, 1,947 cases.—Reporter.

—August Bode, manufacturer of cigars at 1103 Washington avenue, Cairo, Ill., died at his home after a lengthy illness from a complication of troubles. Mr. Bode has manufactured in Cairo for several years. His business will be carried on by his eldest son.

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WE mean those which are repeated to a large number of people, exact imitation of original Typewritten Letters.
Our Process turns out the Most Perfect Letters, the neatest letters you ever saw. Before you place your next order for Typewritten Letters, get our prices and let us mail you samples of our work or send a representative to tell you all about it.
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The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
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ENGRAVING
H. J. Fleischhauer
CIGAR LABELS
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TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

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Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

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MANUFACTURER OF
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"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

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Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

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Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

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The ARCHON
Formerly Ten Cents, Now Five
Banded
Distributors Wanted Everywhere

OUR WHOLESALE AND RETAIL STORE

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

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White Knight
5-cent Cigar
MADE BY
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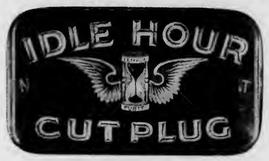

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A New Sliced Plug
An ideal smoke; equal to anything imported, and superior to anything made in America.
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Write for Samples
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Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

(NICKELBY, 5c.)

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GUMPERT BRO'S.
Manufacturers

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There's no secret about the **RUGBY.** Anybody who **Knows How** can make a 5-cent cigar just as good. It's the "knowing how" and reaching for the "good," instead of the "how cheap," that has put the **Rugby** to the fore.

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Cigar Manufacturers,
Factories 206 and 212, First Rev. District, Pa.
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CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

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CAMELA
5c. Cigars
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H. F. KOHLER
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Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
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Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

THE TOBACCO WORLD

TOBACCO CROP BY TYPES.

Condition of Tobacco Grown in 1905 and Prices Being Paid.

Washington, D. C., Jan. 27.

The following statement has been compiled from the reports of the department of agriculture's special correspondents and is published in the "Crop Reporter:"

Cigar Types.—1. New England.—Reports from this district indicate a reduction in price of about 22 per cent from the average of last year. The average price for 1905 is but 17 cents, as compared with 21.6 cents for 1904.

At the time when harvesting commenced, this crop gave promise of being one of the finest grown for several years, but a spell of warm damp weather at curing time caused an unusual amount of pole sweat, which reduced the value of the crop very materially. If this damage could have been prevented, it would have sold as well as, or better than, last year. There was also some damage from hail during the growing season. This hail-cut tobacco has brought from 5 to 10 cents per pound.

2. New York.—The prices in this district range from 8 to 14 cents, in the bundle, with an average of about 10.5 cents, which is a small advance over last year. The average quality of the leaf is better than in 1904, and practically all of the crop has been sold. There was some damage from pole sweat, but not enough to materially affect the crop.

3. Pennsylvania.—The average price of 10.8 cents per pound for this district is an advance of nearly 20 per cent over prices paid for the 1904 crop. Some crops were sold in August at a much lower price, but there was a considerable advance during the fall months. The larger part of this crop has been sold, but only a small per cent has been delivered to the buyers. The average quality is superior to that of the 1904 crop, although there was slight damage from pole sweat in some localities.

4. Ohio—Miami Valley.—The average price of 9.1 cents per pound for the Miami Valley District is an advance of about 20 per cent over last year. The quality of the crop is inferior to that of 1904, as there was too much rain during the growing season, causing rust, and there was also some damage from pole sweat.

5. Wisconsin.—Practically all of the 1905 crop in Wisconsin has been sold under contract at an average of 10 cents per pound, which is an advance of about 25 per cent over the price paid for the 1904 crop. There has been a still further advance of from 3 to 5 cents per pound since the crop was contracted for, and some purchases have been sold at the advanced price. There was some tobacco damaged by hail, and this has been contracted for at from 3 to 7 cents per pound.

6. Georgia and Florida.—The price of 18 cents for this district is for sun-grown tobacco, and does not include the shade grown, which ranges from 40 to 45 cents per pound.

Chewing, Smoking, Snuff, and Export Types.—1. Burley District.—The price of 7.5 cents per pound in the Burley District is a reduction of about 17 per cent from last year's prices. The yield of Burley is larger in pounds, but in quality inferior to that of 1904, and there was also considerable damage from house burn, caused by warm, damp weather during the curing season. The tobacco is large, with a good spread of leaf, but deficient in elasticity and body.

2. Dark Districts.—Kentucky and Tennessee. Paducah District.—The price of 6.4 cents in the Paducah District is an advance of about 33 per cent over that of 1904. The quality of the crop is showing up better than last year, but in some localities there is complaint of house burn.

Stemming or Henderson District.—The reports from this district indicate an average price of 5.8 cents per pound for the crop of 1905, which is about 40 per cent higher than that paid a year ago. This crop is free from dirt and of better size and color than that of 1904, but not quite so good in body.

Upper Green River District.—The average price of 5 cents in this district is a very small advance over that paid for the crop of 1904. The crop of 1905 is inferior in quality to that of the previous year.

Clarksville and Hopkinsville District.—The average farm price for this crop is estimated at 7.5 cents per pound, an increase of 25 or 30 per cent over the prices paid for the crop of 1904. The present crop is superior in quality to that of 1904, being larger in size and having a better color.

3. Virginia Sun-Cured District.—The price indicated by the returns from this district is 6.6 cents per pound, which is about 10 per cent lower than the price paid in 1904. Too much rain during the growing season and unfavorable weather for curing made this crop inferior in quality to that of last year.

4. The average price reported for this district is an advance of nearly 15 per cent over the price paid in 1904. This crop has good color and size, but is inferior to last year in body, caused by too much rain during the growing season.

5. Bright Yellow Dist. Old Bright Belt, Virginia and North Carolina.—The average price of 8.3 cents per pound reported for this district is a small per cent below that for 1904. Similar grades are selling higher this year than last, but on account of too much rain during the growing season there is less of the finer and more of the common grades in this crop.

New Belt, North and South Carolina.—Excessive rain during the growing season caused considerable damage to the crop in this district, and it is inferior to that of 1904, but the average of 8.8 cents per pound is a little higher than last year.

6. Maryland and Eastern Ohio Export.—The price of 6 cents per pound indicated by the returns to this office, is about 10 per cent less than that of a year ago. As the bulk of the crop in this district is prized by the farmers in the spring and summer following the production, the farm value can only be estimated by the ruling prices paid for the old crop at this season. Owing to excessive rains during the growing season, the quality of this crop is inferior to that of 1904. There is also some complaint of house burn in the early cutting.

7. Perique.—The average price of 25 cents per pound for Perique is an advance of about 15 per cent over that for 1904. The crop is also smaller and inferior in quality to that of last year.

TO STOP INFRINGEMENT.

U. S. Tobacco Co.'s Suit Against Trust on Its "Union Leader."

Boston, Jan. 27.

An interesting suit in equity before the United States Circuit Court is that of the United States Tobacco Company of Virginia, an independent concern, against John J. McGreenery and Joseph P. Manning of Boston, copartners as McGreenery & Manning, and the American Tobacco Company, the trust. The action is brought to restrain unfair competition in trade.

The complainant asks for an injunction and an accounting. It alleges that the defendants offered for sale cut plug tobacco, put up in packages similar in general character to the cut plug manufactured and sold by the complainant and so closely resembling it as to deceive the purchaser. The complainant alleges that the manner in which the defendant's tobacco is put up is a wrongful imitation of the manner of putting up and marking employed by the complainant. The tobacco concerned in the case is the Central Union cut plug, manufactured by the complainant and the Union Leader made by the defendants.

The original action was brought against McGreenery & Manning, but the American Tobacco Company asked to be joined as defendant and was joined by the consent of the parties. A cross-bill brought by the American Tobacco Company has been abandoned.

Counsel in the case are: Paul R. Blackmur and Alexander P. Browne for the complainant and Edward S. Goulston, Frank F. Reed, Moody, Burnett, Wardwell & Snow, A. H. Burroughs and Julius Parker for the defendants. Although the appearance of Atty-Gen. Moody's office is entered in the case for the American Tobacco Company, no one from the office appeared in court to-day.

As exhibits in the case a truck full of tobacco was taken into the court room.

NEW WAREHOUSE IN MADISONVILLE

Madisonville, Ind., Jan. 25.

There is a move on foot among the business men and farmers of this county to organize a stock company and build a new tobacco warehouse. This is to cost $5,000 and a site has already been offered by one of the business men of the city. It is the intention to commence work as soon as the necessary details are arranged.

A new cigar factory has beeen opened in Fond du Lac, Wis., by S. J. and J. L. Weber. The new firm will manufacture a number of first class brands.

SCHOOL FOR CIGARMAKERS.

American Tobacco Co. Will Start One for Girls in New Orleans.

New Orleans, La., Jan. 27.

G. A. Watson, manager of the Hernsheim branch of the American Tobacco Co., has announced that a training school for cigarmakers will be opened at Port and Royal streets. About 200 operators, the majority of whom will be girls, will be started to work Feb. 1.

According to the plans Mr. Watson has mapped out the training school will give employment to any person, especially girls, desiring to secure positions which usually pay fair salaries. As fast as the help can be engaged the number of employes will be increased, and when the beginners acquire sufficient experience to qualify to turn out the finished product Manager Watson will transfer them to the main factory, where the workers will receive better pay.

The Royal Street branch will be a training school and at the same time a fully equipped cigar factory. "When it is in operation there will be no excuse for any person being without work in this city, because the school will willingly take all the unskilled labor available and make them experts in the business," said Mr. Watson.

It was also said by Mr. Watson that contracts had been closed for the installation of machinery and other devices needed in manufacturing cigars. Everything will be in readiness in a few days, and over 200 beginners started at work on the opening day. "The main factory employs 1,200 operators," Mr. Watson added, "which number will be increased as the pupils become proficient."

THE WHITAKER-HARVEY CO.'S NEW PREMIUM CATALOGUE.

The Whitaker-Harvey Co., of Winston-Salem, N. C., has issued its tag premium list for 1906. It is an attractive book, well printed with a colored cover and the text ornamented with handsome cuts of statuary. The catalogue contains a list of articles offered as premiums for the return of tags on Harvey's Natural Leaf, Rich and Ripe, Lucile, Red Coon, Ripe Peaches, Peach and Honey, and Cannon Ball, which comprise a large assortment of useful and ornamental articles including, books, cards, silver, leather ware, toilet articles, guns, bicycles, jewelry, musical instruments, china, furniture, etc. The book also contains a brief history of the company.

—The American Cigar Co. opened its sorting warehouse at Sparta, Wis., on Monday, where it will employ from twelve to fifteen hundred hands sorting and packing leaf tobacco. About 1,000 is the largest number employed in previous years.

—Gassman & Verkamp, of Cincinnati, O., have sold their cigar store at 35 E. Fifth street, to Clifford Martin and Miller Huggins.

—M. Kline & Co., of Oswego, N. Y., has been incorporated with a capital of $20,000, by Isaac A. Heiler and others.

—Guy Quinn, of Canon Falls, Minn., has bought the cigar factory of R. Burke, in that city.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

IT IS OFTEN DISASTROUS TO SAVE MONEY.

An old friend of mine keeps a retail cigar store in Washington, and every time I've met him during the last ten years, he has urged me to stop in and see him whenever near his place. I was never in a position to avail myself of the numerous invitations before, but the other morning I found myself in the neighborhood of his store and dropped in.

No one was on deck but the clerk. I judged him to be twenty-seven or more years old but he still dressed like a youth of nineteen, and in cheap, ultra swagger clothes. That struck me the minute I looked at him.

"Boss be in soon?" I asked.

He said he guessed he would, and I bought a cigar and allowed I'd wait awhile. And during the brief time I was in the store, that clerk was doubtless the object of more attention than he had ever before received. I studied him from dome to base most intently, for I recognized him as one of a number of weak sisters who are holding a good many retailers back.

"Want to see him pussonally?" he finally asked. I said I did, if he wasn't too long coming, and after the clerk had thought for quite a while on that remark, he said: "Well, there's no telling; he comes in just when he feels like it, you know. I about run the place."

He walked out from behind the counter and over to the door. I noticed that he was wearing low shoes and some kind of loud, flimsy socks. He looked up and down the street, his thumbs in his vest holes.

"I tell you the cigar store business is going to h—," he remarked as he lit a cigarette. "I don't do near the business I done when I come here."

"How do you account for it?" I asked.

"Oh, I don't know; mebbe the people is smokin' less, mebbe they're buying cheap cigars by mail, mebbe they don't like the boss's store and his cranky ways. I d'know."

"Is he cranky?"

"Cranky as all h—. Gets notions every once in a while and wants to change things all around. I've pretty near made up my mind to quit two or three times, but I stay along with him."

Just then he drew back a little to watch a small man struggle with the heavy door until he got it open, and after sizing the customer up with an obvious mental comment on his lack of bulk the clerk sauntered back of the counter and grudgingly assumed an attitude of attention.

"I want a good ten cent cigar," said the customer. The clerk handed up a couple of boxes and snapped the lids open. The other looked at them for a moment and said they looked a little too dark for him.

"They're all right, you won't find them too dark," said the clerk in the most wonderfully condescending way. "That's a very good smoke. I often smoke 'm myself."

"I'm afraid they're a little too dark for me, though," repeated the customer.

The clerk stared at him in incredulous astonishment and then fished out one more box with the air of doing his duty, cost what it might. The customer protested mildly that he couldn't see much difference, upon which the clerk assumed an air of languid waiting.

"These here is as good as is made," he observed.

The customer selected one with the manner of wanting to get a painful matter over with, and departed.

"What d'ye think o' that guy?" the boy asked me. "I bet 'e didn't want no ten cent cigar for himself. He never seen a ten cent cigar in his own face. On an errand for somebody else."

Another man came in and had some difficulty getting the five cent brand he asked for because the clerk wanted to plug for another brand by a different manufacturer.

"Cheap skate!" he exclaimed when the man had gone out, "It's a wonder he don't ask for twofers."

"Is the other brand a better cigar?"

"Well, it's a good cigar all right and the fellow that sells it is a partic'lar friend o' mine and we take in a show together when he comes to town and travel around a little after the show. He says I'm a fast goer all right when I get started and I ought to be on the road. Goin' to fix me soon as he can."

The clerk smiled fatuously and smoothed his hair. Densely ignorant, hopelessly illiterate and having no inkling of the fact, he was completely self satisfied. His dissatisfaction lay only in the limited recognition which the world so far had accorded him, and which caused him considerable wonder.

He ceased to develop mentally when he was about fifteen or sixteen years

(Concluded on page 7.)

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street, 501 & 503 Commerce St., Philada.

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

IF a dealer cares to take the trouble to cultivate it, he should find little trouble in building up a business with many of his regular customers on which he need never fear competition. For instance there are plenty of cigarette smokers who spend a lot of time figuring up just the sort of smoke they think would suit them, and then go through all the new brands they come across in the hope of hitting one like the ideal.

Here is where the enterprising dealer steps in. He is supposed to be on friendly terms with his customers and his game is to find out from customers of this sort, just what their ideas are in the matter of cigarettes.

"Tell me what your idea of a cigarette is, Mr. Brown," he says, "and I'll have a special brand manufactured for you. It will be just exactly what you tell me you want, manufactured in the way you want, and will be your own brand."

The idea is bound to tickle the customer, and he will come into the scheme even if it costs him a trifle more than he has been paying. The dealer will have little trouble in getting the cigarettes manufactured for him, as the demands on the manufacturer's skill, in the average case, will not be very great. For instance, one consumer not long ago got an idea that he must have his cigarettes wrapped in leaf instead of paper, and chased all over the city to try to find what he wanted. He finally got a small cigarette manufacturer to make him a sample cigarette, but the manufacturer put such a fancy price on it, that the consumer balked.

Very often it is a little thing that is required by the customer, who will be just as well pleased as if it were a big thing.

By following these methods, the dealer can secure a number of such customers who will come to depend on him for all their smoking, and regard him as the most reliable dealer in the world. He can also enlarge his trade along the same lines by working judiciously toward that end.

One dealer in Philadelphia some time ago awoke to the fact that quite a number of his customers had a little society of their own, had euchres and other social affairs at each other's houses and were generally bound together in the evenings.

One man would come in the store and order certain brands of cigarettes or cigars which the dealer knew he didn't smoke himself, and have them sent to his house for an affair that would be coming off that evening. The dealer thought it over, and then he took particular pains to remember what each man among that particular crowd was in the habit of smoking. So one day he put it up to one of the men that he should like to save him the trouble of coming there and ordering a lot of stuff every little while, and so would undertake to see that he was supplied with the various brands required and would send a bill at stated intervals.

It seemed like a good idea to the customer who is a busy man, and who told his wife to notice when the stock smokes were running low and notify the dealer by telephone. This was done, and worked all right until the wife forgot about it on one occasion on hearing which the dealer sent his boy to the house or called up at intervals to see if anything was needed.

It worked very nicely indeed, and a lot of other customers followed suit. They are all very much pleased with the enterprise of the dealer and would not think of patronizing anyone else.

The point is that in order to be absolutely sure of your trade you must find ways to establish special relations with everyone of your customers possible, and that is not such a hard matter to do, as the average man will feel flattered enough to meet you half way.

* * *

DO YOU LIKE TO HEAR THEM?

"I'VE got a complaint to make," said a dealer to the writer the other day. "No, it's not against you; it's against certain salesmen that come here. I'm a man who is as healthy and human as the next fellow and I know I ain't any Anthony Comstock or Parkhurst or any of the other purifiers; but I think certain things are right and that certain things oughtn't to be, and so these salesmen jar me.

"There are only a few in that class, I'm glad to say, but those few make up for their limited number. One fellow in particular is in here pretty often and each time he insists on telling two or three new dirty stories he's heard. He actually carries a little note book and whenever he hears a new one, puts down a word or two in the book to remember it by.

"He comes in here and shoots them off imagining he's keeping me in good humor. Some of them are the filthiest imaginable. Sometime ago I told him I didn't want to hear them, but his attitude implied plainly that he thought I was in a bad humor for the time, that I thought I had to make a feeble protest against the stories for the sake of appearances, but that I enjoyed hearing them as much as anybody.

"I saw that he really couldn't understand that it might be an actual offense, and so I gave it up. The same has been true of other fellows who come in here.

"I don't care what you say, I believe it is a great mistake to peddle such stories around. I know there are a lot of men who would laugh at such yarns if they heard them inadvertently, who wouldn't allow a salesman or anyone else to tell them such a story for the reason that in listening, they would be detracting from their self respect and cheapening themselves. Men who tell such things to each other thereby establish a certain bond of intimacy which is elevating to neither.

"I know that of two salesmen, one who deals in such verbal filth and another who doesn't, I will invariably, when I can, prefer the latter in my buisness dealings, and I have heard other dealers say the same."

SHOOK THIS DEAD BEAT DOWN HARD.

THERE is a retailer in Philadelphia who recently collected a bill which no one would have discounted for him at any rate. He did it by his resourcefulness, and this was not the first time he had made a bad egg into a good one.

The money was owing by a certain Philadelphian who puts up a great front with a very little to back it. He is understood to get a comfortable salary, but one which has no chance of covering the style of living which the man affects.

Accordingly, he long ago fell back on the usual resort of the fashionable four-flush, and established a line of credit wherever he could. This seems to be astonishingly easy to do, and the man lives at about three times the rate of his income.

He opened an account with this dealer and bought freely of expensive cigars. The bill was sent in and not settled. After waiting a reasonable time the dealer sent another bill and then another. He happened to say something about it in the store one day and a customer started to laugh.

"Why I thought everybody was on to that skate," he said. "You won't get your money; he don't pay anybody."

"I'll get it all right," said the dealer.

The latter has a delivery wagon with his name on it. The morning after that conversation, this wagon was driven up to the debtor's house, the dealer stepped out with an envelope in his hand and handed it in at the door. There was no answer.

The second morning the performance was repeated. The third morning the dealer held a folded paper in his hand and no envelope. The fifth morning the dealer held an open bill in his hand. And after that the bill was always open, and the neighbors and others began to get wise. The dealer always arrived at the same time, and although they didn't answer the bell any more, he always rang it for some time, holding the bill up in a conspicuous fashion.

At last the shyster appeared in his store, apparently in a furious temper. He threatened to have a servant thrash the dealer, threatened to have him arrested for making a disturbance, threatened numerous things while the dealer listened smilingly.

"You are just a little off in your way of looking at the matter," he said when the other came to a pause. "You owe me so much; you've used the goods, and I don't propose to lose the money. You've had plenty of time to pay me and haven't done it. I don't want the bother of going to law with you and I don't believe it will be necessary; but I tell you that just as sure as you stand there, that bill will be presented to you in the most conspicuous way possible and as often as possible until you come down. You can't scare me, and if you don't want everybody in town to get wise to what an imposter you are, you'd better settle before I enlarge my methods of dunning."

The man thought for awhile, saw what a tight box he was in and showed up with the money that evening. The dealer grinned when he got it and bade his ex-debtor a pleasant good night. And he reflected that there was more than one way of beating the devil around the bush.

* * *

The American Tobacco Co. has sent out a great quantity of envelopes bearing a cut and advertisement of the Cremo cigar. In one corner of the envelope is the name and address of the local jobber who is supposed to use the envelopes in his correspondence.

THE P. L. NOVELTY CO., OF NEW YORK.

THE above interesting exhibit was made at the recent Tobacco Show in Grand Central Palace by the P. L. Novelty Co. of 111 East Forty-fourth street, New York City. The fact that the goods displayed were of variegated color, gave the booth an artistic effect which is not shown by the picture.

mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

old and his development wasn't very tremendous before that period. He is the sort of man who will always be a cumberer of the world, will always dress like a boy because he has a boy's unfinished mind, and who will never succeed in getting himself into a place that is really his own, because he has no idea of his limitations and so can never learn anything.

I watched him spoil trade for a half hour or so longer, and then left without seeing my friend. I felt sorry for both of them, and easily believed the clerk's statement that he wasn't doing as much business as "when he come."

There are a whole lot of dealers who hire clerks like this because they look like real men and can be had very cheap. The dealer thinks he is saving money but he is going far in the opposite direction. But a short time ago I heard an intelligent clerk complaining bitterly of this very situation and declaring that he was going to get out of the business because there was no future for him in it.

He said his employer wouldn't give him any more money because there were fifty dough-heads ready to step into his shoes for less wages. "And he can't see the difference between them and me," cried the clerk. "Just as long as they don't steal, they are all right, to him."

It's a sad, sad delusion, and the dealer finds it out sooner or later. It isn't neccessary to put a college-bred man back of your counter, and pay him as you would a private secretary, but when you see a full grown man willing to give you his time and supposed brains for less than a day laborer in the street demands, it's certainly up to you to examine the goods before buying.

And if my Washington friend sees this and tries on the shoe, I hope he'll wear it and get little Willie in a home somewhere.

THE OLD SALESMAN.

Recent Incorporations, Etc.

—The Premium Cigar Co., of St. Louis, Mo., has been incorporated with a capital of $60,000.

—The Peoria Union Cigar Co., of Springfield, Ill., has been incorporated by J. W. Warren and others, with a capital of $20,000.

—The J. M. Feidler Cigar & Tobacco Co., of Walla Walla, Wash., has been incorporated with a capital of $20,000 by Lucian Genway, Wm. Retzer and others.

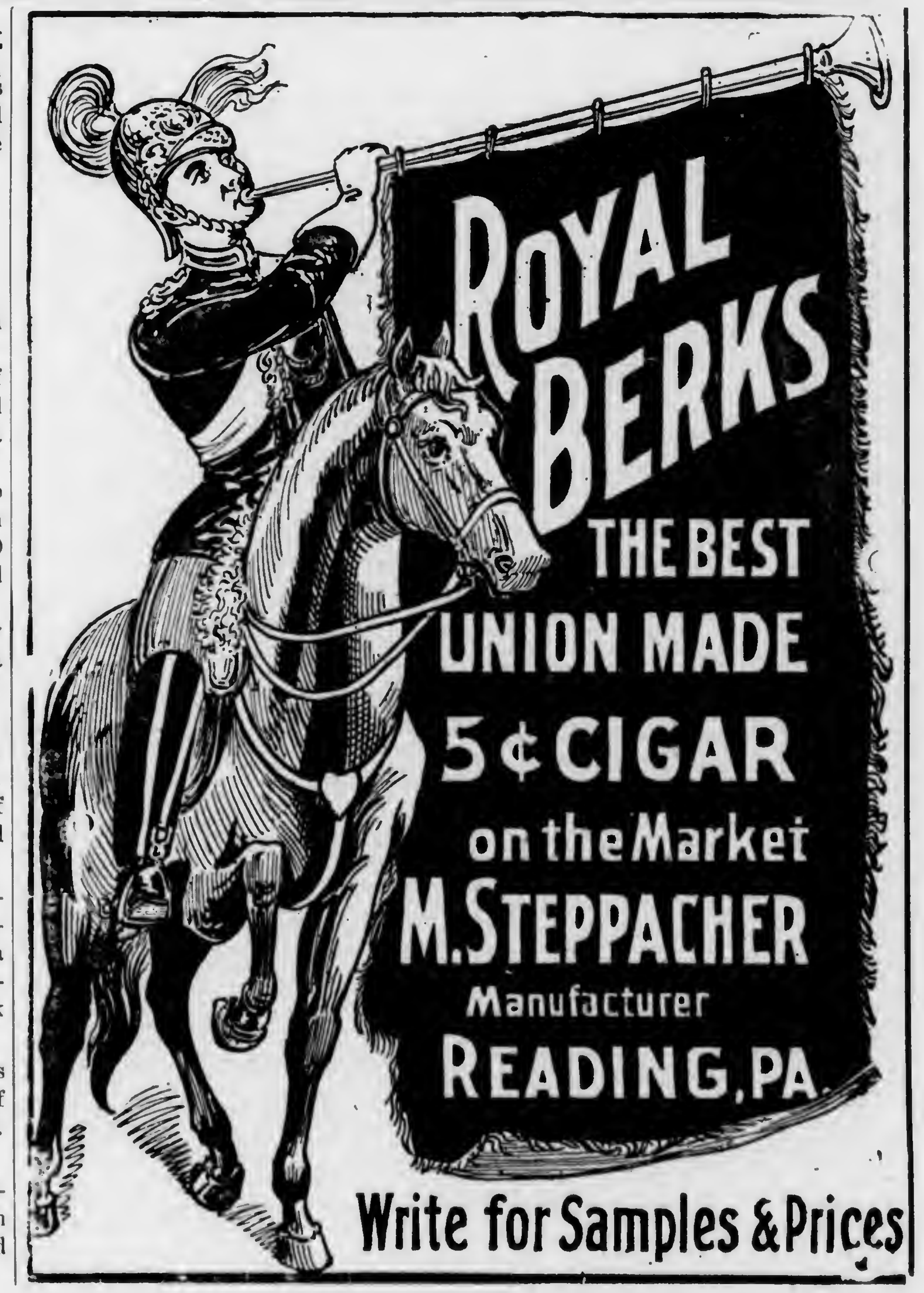
—The Egyptos Cigarette Co., of New York, has been incorporated with a capital of $1,000 by Ramsey Peugnet, Anna Ritter and James W. Horton.

—W. A. Taylor & Co., of New York, have been incorporated to deal in wines, liquors and cigars with a capital of $100,000 by Irving K. Taylor, Lloyd Taylor and Julius F. Geertz.

—Bearstyne Bros. Tobacco Co., of Albany, has been incorporated to manufacture cigars, tobaccos, etc., with a capital of $100,000 by Charles Dearstyne, Edmund Dearstyne and Frank S. Dearstyne, of Albany.

—M. Kline & Co., of Oswego, has been incorporated with a capital of $20,000 by Isaac S. Heller, Theodore A. Peyser and Harry S. Bandler.

—The Cole Tobacco Co. has been incorporated at Newport News, Va., with a capital of $30,000 by Geo. E. Cole and others.



E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
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JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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DOTTS & KEELY,
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IMPORTERS OF SUMATRA TOBACCO
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Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

Havana Market Has Been Lively.

Influx of Buyers Has Continued, and Transactions by Second Hands Have Been Heavy. Stocks in First Hands Very Low, and May Disappear Next Month.

(Special Correspondence of The Tobacco World.)

Havana, January 22, 1906.

As the influx of buyers has continued this week, the market has presented a very lively aspect. While the sales from first hands show a considerable falling off from the previous week, there have been some heavy transactions made by the second holders (speculators and American export houses), and if these were added to the amount of sales given below transactions might figure up perhaps double the quantity stated. Although prices undoubtedly are very high, comparing them with those paid last year, Cuba has simply followed in the wake of all tobacco producing countries such as the United States and the Island of Sumatra.

That under these circumstances the manufacturers in the United States have no easy road to travel, is the universal opinion of all buyers who have come here, and unless they can raise their prices they may have to do business without any profit this year. As the manufacturers must use Sumatra as a wrapper leaf, the cost of which has been enhanced, they would like to average the cost of production by buying a cheaper grade of fillers, but they have found to their dismay that the Havana tobacco this year will cost them higher than ever, and their only salvation may be in using less and mixing it with the domestic tobacccos in the north, but unfortunately the latter have also advanced, if my information is correct, from 50 to 100 per cent.

While the outlook in the Remedios section has undoubtedly improved, and there may be, under favorable circumstances, as large a crop as last year, the same does not hold true of Vuelta Abajo and Partido. However, instead of publishing any percentages at the moment, it is safer to postpone all guesses until the month of March or April, when something more definite can be stated.

Stocks in first hands have dwindled to such low figures that if the present demand should keep up all the first holders would not have a bale of tobacco left during the course of next month, and for this reason all the coming buyers will have to fall back upon what may be left in the hands of speculators or the American exporters.

As a rule the Spanish houses have treated their regular customers quite leniently, and have been selling at only slightly advanced figures, in order to cover the increased cost of their holdings through shrinkage, and perhaps figuring interest on their capital. The speculators here have also been satisfied in turning over the goods purchased by them with a small profit, rather looking to the number of bales sold than to do a smaller business at a big profit, thus copying the American system of trading.

Sales

this week from first hands amounted to 7,276 bales in all, or divided into 4,826 bales of Vuelta Abajo, 1,575 of Partido and 875 bales of Remedios. Of this quantity the American buyers took 4,894 bales, while the local manufacturers and a few speculators received only 2,382 bales.

Buyers Come and Go.

Arrivals:—From Chicago—Walter C. Sutter, of Sutter Bros., H. Cohn, of Cohn Bros., B. Spector, of Spector Bros., and Florencio Vega; from New York—Simon Batt, of S. Batt & Co., S. Ashner and George Kober, of S. Ashner, Max Maier, of A. Blumlein & Co., Alfred Ettlinger, of A. Hoffman & Son; from Tampa—Edgar J. Stachelberg, of H. Stachelberg & Co., Felipe and Valentine Bustillo, of Bustillo Bros.; from Key West—Harry Erlick and S. Janover, of the Erlich Mfg. Co., R. A. Lincoln and H. K. Cold, of P. Pohalski & Co.,; from Philadelphia—T. H. Hart, cigar importer.

Sol. H. Hamburger and Simon Batt, for New York; Charles Landau and H. B. Hyman, for Montreal.

Havana Cigar Manufacturers

continue to do a fair business, particularly the large independent factories, which seem to have no lack of orders. The majority of the factories have taken all the necessary precautions to lay in as heavy a stock of leaf as their capital would permit. While the manufacturers have had to pay higher prices it will make them, however, independent of the coming crop, and in case of need they could keep their factories going upon the same output as heretofore. Some of the smaller concerns, however, would be seriously handicapped if the coming Vuelta Abajo crop should not produce sufficient leaf suitable for their purpose.

H. Upmann & Co. shipped 580,000 cigars last week, and have orders on hand to keep their factory working as busy as during the most active season. The strike of the rezacadores has been finally settled, and they have returned to work upon the old terms.

Por Larranaga is doing an excellent business for London and the United States, and Don Antonio J. Rivero, the

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Gregorio Obeso
Candido Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
Packers and Importers of Vuelta Abajo, Partido and Remedios
Havana Tobacco
165 Front Street, New York
HABANA OFFICE: Neptuno St. 172. Deposito: San Ambrosio Stores.

E. A. CALVES & CO. — IMPORTERS OF — **HAVANA** — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, **HAVANA.**

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba — Cable: "Antero"

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONELEVA. — ***Habana***

Bruno Diaz — **B. DIAZ & CO.** — R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO — HABANA, CUBA.

JOSE F. IRIBARREN,

Packers and Exporters of **Havana Leaf Tobacco**

Vuelta Abajo and Partidos a Specialty

Escobar 162, Bet. Salud & Reina, Havana, Cuba

Special attention paid to tobacco suitable for the American market.

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41. Cable: "Cuetara" HAVANA. CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. — Habana, Cuba.

MANUEL LAZO

Almacenista de Tabaco en Rama

Remates a Specialty

English Spoken — Telephone 6146

199 Manrique — HAVANA

JOSÉ MENENDEZ

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Cable: CAMORNS — Habana, Cuba

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 — HABANA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTAÑEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, — *HAVANA*

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. — Cable Address, "Aixalaco."

Established 1834 — POR LARRAÑAGA — Trade Mark Registered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero — PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

Offices: Belascoain, 2 B,

P. O. Box 374. HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Codes used: Lieber's Standard (Ed. Espanola)

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. — **Habana.**

manager, has his hands full in attending to the execution of these orders.

Partagas is likewise as busy as can be, and Cifuentes, Fernandez & Co. are still receiving copious orders for high priced cigars.

Ramon Allones and Cruz Roja is working under full steam pressure, being loaded down with orders.

Sol is doing a good steady business with the United States, Great Britain and Germany, and orders are coming forward for all sizes in a very satisfactory manner to Behrens & Co.

Eden reports no change, and Calixto Lopez & Co. have all the orders they can possibly handle.

Buying, Selling and Other Notes of Interest.

J. W. Seidenberg returned last week from New York, and there are also several employes of the trust, such as the President of the Royal Company, the President of the United Cigar Stores Co., and the head of the supply department, who arrived here upon a visit from New York.

Alfred Ettlinger has already purchased 3,200 bales of Vuelta Abajo of the choicest kinds for his firm of E. Hoffman & Sons, and has now gone to the Vuelta Abajo to see for himself what the prospects of the future crop really are.

Jorge y P. Castaneda closed out the balance of their own packings, amounting to 400 bales of Partido, besides 2,600 bales of Vuelta Abajo of their recent purchases. This house has also been one of the wide awake and enterprising concerns which stepped into the market just as soon as the news of the heavy damage done became confirmed, and purchased between 4,000 and 5,000 bales in the local market in order to be able to supply their regular customers. While this operation naturally was in the nature of a speculation, because if they had made a mistake and the market had gone down the loss would have fallen upon their shoulders, and on this account they would have been entitled to reap the full benefit of their foresight by charging to their customers full market prices ruling at the date of its sale, and nobody could have found fault with them had they proceeded in this manner. Instead of so doing they were satisfied in turning over the goods to their regular customers with such a small profit that it was virtually only a commission transaction. That the customers of this firm will not easily forgét such treatment stands to reason.

H. Upman & Co. pruchased 1,400 bales of various kinds of leaf during the past week.

Rodriguez, Bautista & Co. sold 1,664 bales of Vuelta Abajo, Partido and Remedios.

Allie Sylvester and Max Stern have taken a fine warehouse, Monte No. 56, and the firm of Lewis Sylvester & Son will henceforth be firmly established in Havana. Every buyer who has been in the habit of coming here for some time back will undoubtedly recognize this warehouse as the one formerly owned by F. Garcia & Bro., later on by Rabell, Costa & Co., then rented by the trust for a short time, and of late it had been used as a deposit by the well known firm of Sbrs. de A. Gonzalez. As Lewis Sylvester & Son are the largest holders of all kinds of leaf at the present moment, intending purchasers who visit Havana ought not to fail to give them a call, particularly as they are willing to treat everybody upon a strictly equitable basis, taking into consideration the present state of affairs.

B. Diaz & Co. disposed of 1,100 bales of Vuelta Abajo and Partido.

H. Cohn, manufacturer of the Emancipo de Cuba cigar, of Chicago, has visited Havana for the first time in order to make a choice selection of leaf for his factory.

Sobrs. de A. Gonzalez sold 982 bales of Vuelta Abajo and Remedios.

Walter C. Suttter, well known and liked in Havana, has been seen in the market in the interest of Jacob Sutter & Sons, Chicago, and I learn that he has made some liberal purchases of extra fine leaf. The firm of Jacob Sutter & Sons is the legitimate successor of the late Sutter Bros., Inc.

Aixala & Co. closed out 589 bales of Remedios and Vuelta Abajo.

Charles E. Crawford and L. F. Muller have made some excellent purchases of the finest Vuelta Abajo and Remedios tobacco, and while prices may be high the customers of the Philadelphia firm of Dohan & Taitt can rest assured that they will receive the cream of last year's tobacco crop.

A. Pazos & Co. disposed of 350 bales of Vuelta Abajo.

Simon Batt made some good sized purchases for his La Verdad factory.

J. H. Cayro e Hijo closed several transactions, amounting to 350 bales of Vuelta Abajo, besides buying a quantity

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., **HAVANA, Cuba.** P. O. Box 856.

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." — HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. — Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. — HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." — Correspondence solicited in English

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. BOX. 598. — Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

ERNEST ELLINGER & CO.
Importers of HAVANA TOBACCO

OFFICES:
161 Water Street, New York
Havana, Industria 160

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK.
Cable Address: "HERE"

nearly approximating the same number of bales for their customers.

Sol Hamburger, who left yesterday by the steamer Monterey, had added 400 bales of Vuelta Abajo to his previous purchases.

Perez, Obeso & Co. were sellers to the extent of 300 bales of Vuelta Abajo.

S. Ashner has been buying some 500 bales of various kinds of leaf.

Jose Menendez disposed of 300 bales of Vuelta Abajo and Partido.

Max Maier secured 400 bales of different kinds of leaf.

Loeb-Nunez Havana Co. sold 240 bales of Remedios to their customers.

A. M. Calzada & Co. purchased 300 bales for their customers.

Receipts From the Country

	Week Ending Jan. 20	Since Jan. 1
	Bales	Bales
Vuelta Abajo	651	1,931
Semi Vuelta	1	54
Partido	129	239
Matanzas	—	3
Remedios	530	2,533
Total	1,311	4,760

TOBACCO NEWS OF GREATER NEW YORK

New York, January 29, 1906.

Business has been very quiet with the retailers this week and I heard many complaints. Usually, when I asked a retailer how business was, he would answer "can't you see for yourself?"

The manufacturing trade is fairly busy; many firms are advertising for cigarmakers and there is a steadily increasing sale of Porto Rico cigars and clear Havana short smokes ten in a package that retail for 25 cents. In fact nearly all the large cigar manufacturers are putting out a 25 cent package of short smokes under their own and private labels.

The leaf market shows signs of activity. Havana tobacco is going up in price, Connecticut Havana Seed and Broadleaf are selling well and many firms who previous years have let their Broadleaf packings go through a natural sweat, have this year put them through a force sweat owing to the big demand to-day, while many manufacturers who have been averse to using the force sweated leaf are compelled to use same this year or otherwise wait till the fall and then pay big prices.

The tobacco trust has been sending all the manufacturers postals offering 15 cents for cuttings and many independent tobacco manufacturers are having some difficulty in obtaining such goods on this account.

J. Wallach Sons have leased the store 693 Broadway, formerly run by Meyer Levy and will operate same in conjunction with their other three stores. The date of opening will be about Feb. 1.

On or about March 1, the New York office of J. J. Baggley & Co. will remove from Maiden Lane to the store on Grand street formerly occupied by L. C. Marum.

The United Cigar Stores Co. intends opening a new store on 8th avenue between 52d and 53d streets, having leased the store over the head of the present occupant a cigar manufacturer.

A. Novotny, of 1444 Broadway, has an odd looking window for a cigarist; at a glance one would think it a hardware store.

Albert Thalheimer, the cigar box manufacturer of Reading, Pa., was in the city this week having came on to attend the Wasserman-Rascovar wedding.

The United Chemists Co. was recently incorporated for $10,000,000. George J. Whelan, of the United Cigar Stores Co., is one of the incorporators and will probably become its President. The other leading stockholders are associates of Mr. Whelan in the Cigar Stores Co. In this city the new company has already arranged for the purchase of a number of pharmacies, among them the five Wilson stores. From good authority I learn that none of the stores will have cigar stands so they will not conflict in any way with the United system.

L. Goldberg, leaf dealer of 190 Pearl street, sailed on yesterday's steamer for Cuba. Since Mr. Goldberg moved down he has been cutting quite a figure in the Havana tobacco business, and is making three or four trips annually to the Island.

Joe Abrahams, and several other local leaf dealers and cigar manufacturers, will attend the public sale of stock, fixtures, etc., of Shively, Miller & Co., to be held on Tuesday in Pottstown, Pa. As there is a quantity of old desirable leaf to be sold there will be a good attendance.

Hamburger Bros. & Co. received a large shipment of stripped Havana from Cuba this week and are now enabled to supply their many customers without any delay.

H. R. Daniels, the Beekman street cut price cigarist, is offering Nestor cigarettes this week at 20 cents a package.

A. Arens has returned from Connecticut having spent three weeks there purchasing new goods.

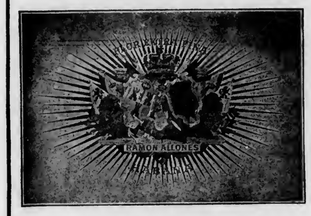
Chas. Salomon returned from a trip in Pennsylvania Friday and left to-day for Connecticut in search of more stock. While in Pennnsylvania the past week, Mr. Salomon succeeded in selling much of his recent purchases.

Mr. Bellringer, general representative of the Nestor cigarette, has engaged a city salesman to do some missionary work here and in the vicinity. Nestors are selling nicely and through the untiring efforts of Mr. Bellringer, who is aptly fitted for the positon, these goods in a short while will be seen everywhere in the retail cigar establishments.

The United store on 42d street, next door to the Manhattan Hotel, has a special sale of the Onarga Cigarette Co's Rivoli, Squabs, and Peacock cigarettes at reduced prices and have quite a window display of same. The Potter Building United store during the week was offering Columbia Seconds, five cigars in a package, for five cents and Royal Bengals, the three-for-five package, at three cents a package.

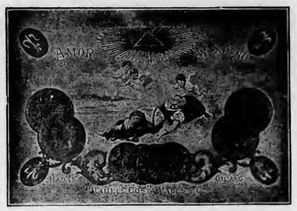
Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

In the Broadway stores of the United [illegible] Havana American clear Havana cigar[illegible] in a package for 25 cents, is a n[illegible] package recently gotten out by the [illegible] It is a complete reproduction [illegible] cigar label and is one of the h[illegible] most packages I have seen for s[illegible] time.

Th[illegible] an increasing sale on 25 cent packa[illegible] goods. Lovera & Co. were among the first to manufacture same and the sales of Little Loveras and Public[illegible] are increasing daily. The firm is now advertising in our street cars.

M. W. Mendle & Bro. are also making a hit with their Opera Perfection similar goods, and it seems as if the people are turning from the 15 cent package to the quarter article. The quarter package is being cut to 20 cents by many retailers and these clear Havana short smokes are well worth the difference.

The mysterious Mr. Raffles, of the New York American, for whose identity that newspaper offers a reward of $250, is the talk of the city. For the past seven days he has gone about the city undiscovered and he has been calling on many cigarists. He called one day this week at the cigar store of L. Jorgensen, at 92 Third avenue, purchased a piece of plug tobacco then asked for a package of Sunbeam tobacco. The proprietor looked perplexed for a moment and said he did not have any but would get it for him, the next day. Mr. Raffles said in the paper: "Don't look too far Mr. Jorgensen; I never heard of it myself." He also called at Robert Mendoza's cigar store and asked where he could buy some imported canary bird seed, in order that Mr. Mendoza could remember his visit to his store. He also called at M. Porter's store, 69 East 125th street, bought a box of cigarettes and asked a few foolish questions and he didn't tumble to his customer's identity. Raffles also visited the cigar store of S. R. Levy, 492 Grand street, J. Koppel, 524 Grand street, and Kraus & Herfkopf, 253 Grand street.

E. D. Scott, the uptown cigar manufacturer, tells me he has made arrangements with the London Tobacco Co. for one million of his Iron King cigars to be taken at the rate of 100,000 a month, but I am disposed to think it one of Tattle's hot air stories.

NEW JERSEY NOTES

E. Lusardi has purchased the cigar and tobacco store formerly run by L. Mezzano in Summit, N. J.

J. S. Oliver, the New Jersey representative of the Ware-Kramer Tobacco Co., Wilson, N. C., is doing some clever work in Newark on the White Rolls cigarettes. Many artistic window displays are in evidence and from reports these goods are moving nicely.

J. Bernstein, with the Globe Tobacco Co., Detroit, Mich., is making his headquarters at Newman Bros., Newark. Nerve Navy, Fame, and Duke of York are three good sellers throughout New Jersey.

The Brintzenhoffer Cigar Store which recently went into the hands of a receiver is still doing business at the old stand, it being the oldest established cigar store in Newark, having made a satisfactory settlement with all the creditors.

Hahne & Co., the big department store of Newark, have been selling for the past week Landfield's Red Oval ci-

(Concluded on page 19.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ELIOT SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. MCMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, $1.00; Six Months, 75 Cents; Single Copies, 5 Cents.
In all countries of the Postal Union, $2.00 per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JANUARY 31, 1906.

LAYING THE FAULT IN THE WRONG PLACE.

Several members of the trade brought together by some special occasion a short time ago, fell naturally into shop talk and finally got around to the subject of advertising. Some present advertised constantly, some spasmodically, some not at all. As a rule, those who didn't advertise at all had the loudest and most pretentious opinion to express.

The subject was not up for discussion very long and the expression of opinion not unanimous. Some who did speak, however, declared that they had advertised in trade papers for a considerable period and couldn't trace such results as they thought they should be able to.

"Of course it doesn't do us any harm," said one man, "but I haven't found out that it does much good."

An advertising man who was present jotted down the names of those who seemed to be of similar mind, and later devoted some time to hunting up their respective advertisements which had appeared in various publications for the last several months.

The wording of these ads. showed at the outset, that none of the advertisers could possibly tell whether he was getting results or not unless from the possible fact that he was doing no business at all. He was in no position to take an oath that such publicity had influenced no one.

But that was the least important point. In nearly every case the advertisements consisted of a mere statement of the name of the firm and the fact that it manufactured or sold certain goods—amounting to about as much as a striped pole in front of a barber shop. If any one walking along the street in urgent need of a shave, comes to one of the familiar poles he will peek inside to see if the shop looks clean and then go in.

The barber pole serves the purpose of general publicity for the barber, but if there were a dozen or more other shops in a row, each barber would recognize the fact that he would have to achieve his publicity in a more distinctive fashion if he would beat out the others in the row.

When John Jones, who sells leaf, is content with the advertising of that mere fact, when he sees a lot of others on the same page announcing that they sell the same thing, he is in the position the competing barber would be, struggling along with his old pole. Yet John Jones, leaf dealer, or manufacturer, may have the best of reasons why people ought to buy his goods; he certainly must have some good reasons, or he couldn't stay in business.

And if he doesn't think it worth while saying so in his advertisement which he is maintaining for that very purpose, how can he reasonably expect prolific results?

There is no employer on earth who could be silly enough to expect a salesman to enter a customer's establishment, and saying "I represent John Jones & Co.; we manufacture fine five and ten cent cigars," stand there and wait for the buyer to rush up and write him an order.

Yet that is precisely what he is expecting when he makes the same limited statement in an advertisement and expects it to bring eager inquiries. The province of the advertisement is to awaken interest, not in John Jones, but in his goods, and this interest may be expressed either by a mail inquiry or a willingness to see the goods when the salesman comes around. That salesman has the opportunity to say much more, or at any rate many more words than the advertisement, but if he is preceded by no intelligent advertising, he must have something interesting and convincing to say at the start-off if he is to make an impression.

If he is able to state a reason, briefly and forcibly, why the desired customer should become an actual one, the same thing can be done in the advertisement, which reaches hundreds of possible customers which the salesman doesn't. Furthermore, the advertisement will be read by hundreds who will grasp at a glance that selling reason, and become interested, where they might be too busy or too lazy to asssimilate a more or less long letter sent them by mail.

That is the sort of advertising that absolutely brings results. It must bring results for it is founded on the methods that have always been used in inducing a man to pay his money for something he has become convinced he wants. But if he doesn't come to believe that what you have is what he wants, you can never come to terms with him.

—If Secretary Taft were to become the next President, he might want to transfer the seat of government to his beloved Philippines.

—Some of the Western papers have adopted an attitude toward the anti-cigarette legislators and crusaders which one would think would be rather maddening to them. It advises the trade to treat such proselytes with amused toleration in view of their inability to do any real harm. Thus the Indianapolis Star says:

An anti-cigarette bill, modeled after the one "in force" in this State, is to be introduced in the Ohio Legislature. If the tobacco people are wise they will join the "antis" in urging the passage of the bill. It will allay agitation and experience has shown that it does not do the cigarette makers any harm.

Philadelphia Tobacco Trade.

Here and There With the Retailers

The pleasant weather of the last week has made better business for the retailers, and small sales particularly have been much more brisk. Short smokes are selling well, as are also Turkish cigarettes. A number of dealers report increasing sales of White Roll cigarettes which are now being extensively pushed in this section of the country. Interest among the retailers is principally centred upon the cut rate war that seems likely to ensue if the United Cigar Stores Co. opens up in a more aggressive fashion than has been the case.

Apropos of this is the situation on Market street above Tenth, where the United has recently opened a branch next door to the Evans drug store which added cigars to its stock a month ago. It has been the Evans policy so far to cut prices heavily, it evidently being the intention to make the cigar department serve as an attraction to get people into the store, and not to make a profit. As the brands cut the most were in some cases the brands made by the American Tobacco Co., there was likely something to happen, and it is understood that LeCompte, Dusel & Goodloe, Chestnut street jobbers from whom Evans bought, remonstrated unsuccessfully. Evans also sells, or did, the Hoffman House ten cent smoke for a nickel, and the only way for the United store next door to deal with such methods is by going them one better. The outcome is awaited with interest.

Jesse Groves, enterprising dealer of Lancaster avenue, has put a new bulk window in his establishment and has an effective arrangement of goods on view in it. Mr. Groves has no complaint to make as to business.

T. Fitzgerald, 4261 Lancaster avenue, has a good display of Staff of Life and has quite a run on them on account of a special offer. A jar full of tin tags from that brand is in view in the window, and every customer is entitled to a guess as to the number in the jar. A purchaser of a plug of the tobacco is entitled to five guesses. Prizes are offered to the winners.

James I. Hassan, President of the Philadelphia Retail Cigar and Tobacco Dealers' Association, and who has a handsome store on Woodland avenue, was in Atlantic City on Sunday, for the benefit of his health, which has not been good lately. The illness of Mr. Hassan's mother has also served to delay his recovery.

The hotel stands about the city report business to be quite up to the average at this time of the year.

With Manufacturers and Jobbers.

The manufacturers are for the most part running full time with as many orders as they can take care of. The men on the road do not seem to be having a great deal of trouble in getting these, but as the manufacturer is likely to take chances on his profits, if he uses his stock of leaf up right away, he doesn't wish his output to be anything abnormal. Most manufacturers are looking around in the hope of picking up leaf they can use, at a fair price, but in every case they have to pay heavily. Sumatra and Florida Sumatra has been selling better.

Arthur Hagen & Co. have sent a card to the trade as follows: "We have been authorized by the Berry-Suhling Co., to notifiy you that the price of Red Raven scrap tobacco will be advanced to 26 cents less 10 per cent pe rpound on February 20. Until that date we will receive all reasonable orders at present prices." Business with them has been good during January.

E. A. Condax & Co., cigarette manufacturers will open a branch office in this city at 127 South Water street, which will be in charge of Mr. E. A. Condax.

The Theobald & Oppenheimer Co. will wage a vigorous campaign on the local market with its principal brands. Geo. E. Spotz, President of the company is now in harness again, and Mr. Rigby has returned to his home at Mansfield, O.

F. X. Kelly has resigned as local representative of Salvador Rodriguez, maker of clear Havana cigars, New York and Havana.

A. R. Cressman's Sons, cigar manufacturers of Sellersville, Pa., are making arrangements to open a factory at 514 Pine street, this city.

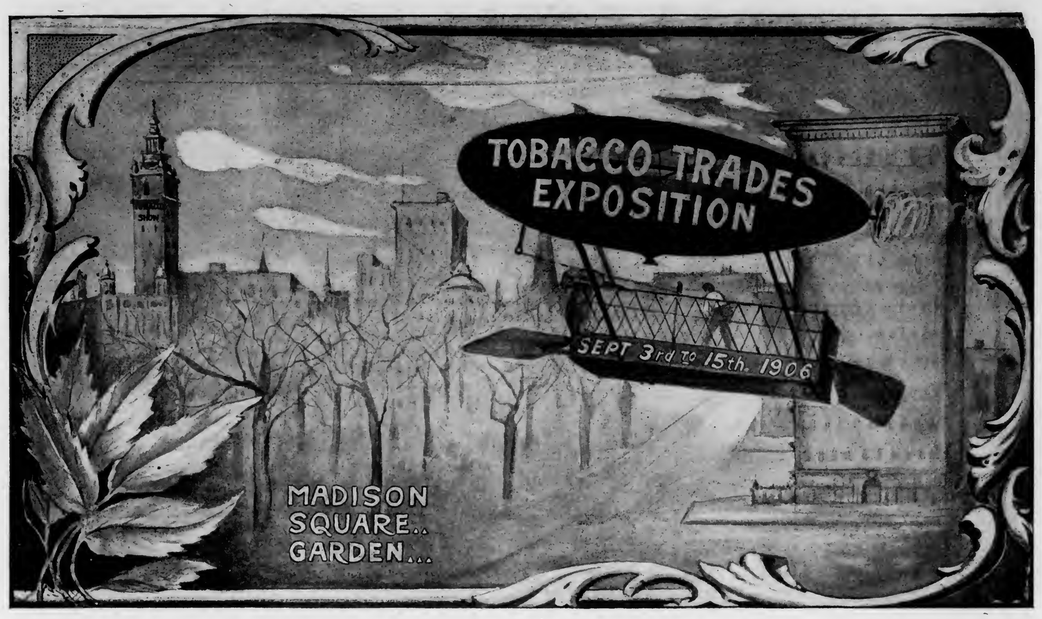
J. R. Vetterlein, son of J. S. Vetterlein, of Vetterlein Bros., is sending in some nice orders from the South and West, in which territory he is now traveling.

Morris D. Neumann, of M. D. Neumann & Co., is also in the West and is having a very satisfactory trip.

Frank Teller & Co's new brand, the "Bulletin," is selling well locally.

Leaf Dealers' Jottings.

While not tremendously busy, the local leaf dealers have done more or less business every day during the



THIS will be the Golden Opportunity for live Independent Cigar and Tobacco Manufacturers and the Growers' Associations to effectively demonstrate the merits of their products.

FLOOR PLANS of the Main Floor, Concert Hall and Amusement Hall, showing reservations of space for exhibitors, together with blanks for application for space, may be had on request.

Tobacco Trades Exposition Co.

FLATIRON BUILDING,

Twenty-third and Broadway,

Phone: 250 Gramercy. NEW YORK.

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

week, as inquiry is good. Many smaller manufacturers who still have stock left, and who have been waiting with the idea that prices on leaf might break somewhat, are coming around now, and searching the market for what they want. Collections are not so good, as money seems to be pretty well tied up, but the situation is as satisfactory as can be expected under the circumstances.

B. Labe & Sons have just received, on the steamer Rotterdam, 75 more bales of fine Sumatra. The firm's entire traveling force has been out and their sales have been good.

John R. Young reports his new venture to be developing quite satisfactorily.

The Loeb-Nunez Havana Co. made a number of nice sales of Havana tobacco during January.

L. P. Kimmig & Co. have also been quite busy during the month with a good volume of business.

With L. G. Haeussermann & Sons January has been a record breaking month so far as amount of sales is concerned.

NEW YORK RETAIL ASSOCIATION WILL MOVE.

Announcement has been made that according to arrangements the Retail Cigar and Tobacco Dealers' Association of New York, will in two or three months remove from the present headquarters at 705 Third avenue. These have been found satisfactory but it is another case of high rent. The association has been notified that at the expiration of the lease the rent will be shoved up materially, and it is deemed best to prepare to move. The new location has not yet been decided upon, as care will be exercised to secure one which provides plenty of room and all the proper facilities for the distributing bureau.

COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.
Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

This Building For Rent.

Located at Stevens, Lancaster county, Pa Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna 1-10-t

You Are Losing Money.
HOW?
Bad Accounts.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership Fees.
"Do-It-Yourself"
The "Do-It-Yourself" collection outfit is a system whereby you collect your bad accounts Yourself, and do it in the same way that it is done by Collection Agencies —only Better WHY?
It is a better system; It is easier to operate; It keeps the accounts in Your Own Hands; It brings the money to You; It Saves Collection Agency Fees; It Saves Membership Fees; It Saves getting into the hands of unreliable agencies
Price $1.00, Postpaid.
Each outfit contains everything necessary to collect fifty claims Money Refunded, if on receipt you are not perfectly satisfied. Order Today.
United States Collection Agency,
152 Lake St. CHICAGO, U S A
Agents wanted everywhere. Write for proposition.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

SHIVELY, MILLER & CO.'S SALE.

A public sale was held yesterday of the stock and fixtures of Shively, Miller & Co., recently dissolved, at the cigar factory premises, Fourth and Hanover streets, Pottstown, Pa. A fair sized crowd was in attendance. On account of a stipulation made before the sale commenced, some of the tobacco was withdrawn because the prices offered were not considered high enough, but in the main, good prices were secured. The tobacco included Sumatra, Florida Sumatra, Havana, Wisconsin Binders, Penna. Broadleaf, and the Wisconsin and Pennsylvania was in particular demand.

Among the Philadelphia firms represented were the Empire Leaf tobacco Co., Loeb-Nunez Havana Co., Dotts & Keely, and Stewart, Newberger & Co., Ltd. The factory building was not sold.

TOBACCO FORCES OPPOSE BILL.

Assemble in Washington and Protest Against Philippine Cut.

Washington, D. C., Jan. 27.

A. Bijur, President of the American Leaf Tobacco Producers' Association, made an argument today before the Senate Committee on the Philippine tariff bill. He said that seven and a half billion cigars are now made annually in the United States, and that every cigar brought into the country means the displacement of a cigar made by American labor.

Under present conditions, he said, no Philippine tobacco comes into the United States because the tariff keeps the price beyond that which consumers will pay. Now it is unprofitable to sell Philippine cigars for less than 10 cents. That price forces competition with Havana cigars, but with the duty off, the price could be reduced to 5 cents. This reduction would bring them into competition with domestic cigars and make a market for them.

Walter A. Schiffer, a New York cigar manufacturer, and several others interested in the tobacco business in the United States, opposed the bill.

The Lancaster County Tobacco Growers' Association, of Pennsylvania, through its delegates, M. L. Greider and George Hibsman, also protested to the Senate Committee against the passage of the bill.

Incidentally the hearing to-day served to definitely determine the attitude of Senator Penrose on this question. The Senator has hitherto been non-commital on the subject. The fact that the administration earnestly desired the passage of the measure and that its influence was exerted to secure its passage by the House, led many to believe that the Senator, who is classed as a strong administration man, would line up for the bill. To-day, however, this belief was dispelled. In company with Representative H. Burd Cassel, of Lancaster, Senator Penrose escorted two Pennsylvania tobacco growers to the hearing and introduced them to the Senators. He declared emphatically when questioned that he intended to fight the bill because he believed it is inimical to the interests of an important industry in the State represented by him.

Mr. Penrose's attitude is in sharp contrast with that of Representative Dalzell, of Pittsburg, who helped to force the bill through the House. Many of the Pennsylvania Representatives appealed to him to stand up for the interests of his own State, but he declined to do so lest he might offend the administration. The fact that in a speech three years ago he declared himself unalterably opposed to free trade with the Philippines didn't weigh with him when the administration leaders cracked their whip.

Pennsylvanians here are now greatly interested in the probable attitude of Senator Knox. It remains to be seen whether his friendship for the President will overbalance the protests from the Pennsylvania tobacco growers. As yet Mr. Knox is non-committal.

Messrs. Greider and Hibsman, in their argument before the committee, stated that under the protection afforded by the 75 per cent clause in the Dingley bill the tobacco industry in Lancaster county had been largely developed, and had become profitable. With Lancaster county land costing from $150 to $200 an acre, in comparison with Philippine land costing about $5 an acre, and with labor in Lancaster county costing about $1.50 a day, in comparison with labor in the Philippines costing twenty cents a day, it would be impossible for Pennsylvania to compete with the islands in raising tobacco if the tariff rates were reduced to the 25 per cent. basis provided for in the bill. They declared their uncompromising opposition to the clause which provides absolute free trade with the Philippines after April 1907.

They exhibited samples of shade-grown tobacco raised in Lancaster county, which experts in the Agricultural Department have declared compares favorably with the best tobacco grown anywhere.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office:
196 WATER STREET
Havana, Cuba:
MANUEL SUAREZ y CA., Amistad 94

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 171 RANDOLPH ST. BRANCHES SAN FRANCISCO 511 BRANNAN ST.

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelph Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

M. G. MEADS CASE ENDS.

Pays Fine and Costs for Using Spurious Union Label.

York, Pa., Jan. 29.

The long drawn case of the Commonwealth vs. N. G. Meads has at last come to an end, by Meads agreeing to pay a fine of $500 and costs amounting to about $300 more. Action was brought against several members of the cigar trade at Red Lion, among them N. G. Meads, H. L. Haines and J. Fred Holtzinger, and these proceedings were brought through the instrumentality of local officials of the Cigar Makers International Union of America, and members of the Blue Label League of Pennsylvania. When the matter was brought before the Adams County Court, a true bill was found against all of the defendants on a charge of having knowingly used or offered for sale cigars contained in boxes bearing spurious or counterfeit union labels. This was in the spring of 1904, and since that time, H. L. Haines, who was then associated with J. Fred Holtzinger, under the firm name of Haines & Holtzinger, has withdrawn from the cigar business entirely; while J. Fred Holtzinger has since associated himself with Mr. Seitz under the firm name of Holtzinger & Seitz. The District Attorney entered a nolle prosse in the case of Haines and Holtzinger, when the matter was last week called up, but Meads was brought forward. His case had been hard fought on both sides. When the case was first called in 1904, Meads was found guilty, but immediately made an appeal to the Superior court, and when it came before that tribunal, it was directed that because of evidence presented, the case be sent back to the lower court for another trial. Instead of having the case reheard, Messrs. Beltzhoover, Carlisle and Hesh of Gettysburg, counsel for Meads, entered a nolle contendere, a plea which, without admitting that he was guilty, subjected the defendant to all the consequences of a plea of guilty. Members of the cigarmakers' union are rather jubilant over the outcome of the case, for they regard it as a complete victory. They feel that if he had a clear case he would have proceeded to trial, and the fact that he submitted to the fines and costs is but an indication of weakness in his case.

H. B. Cochran, representing Petre, Schmidt & Bergman, New York, and Fred. Bauer, with L. E. Neuman & Co., New York, were circulating in the local trade recently.

At a recent primary election, preparatory to the regular February election, the following members of the tobacco trade were nominated for office in the borough of Red Lion: Jacob Streavig, of Streavig & Gemell, Chief Burgess, on the democratic ticket; and Fred. Smith cigar manufacturer for Chief Burgess, and Martin Neff, cigar manufacturer, and D. A. Horn, of the Porto Rico Cigar Co., for councilmen, on the Republican ticket. A. C. Frey and J. W. Shindler were nominated for council on the democratic side.

J. F. Lanning, a well known handler of cigars in Minneapolis, Minn., was a recent visitor in the trade in Red Lion and vicinity.

The following announcement was made in a local daily paper a few days ago: "Chas. A. Rost, of Red Lion, has returned from Connecticut, where he purchased ten carloads of leaf tobacco." Notwithstanding this announcement, Mr. Rost is himself responsible for the statement that L. P. Kimmig & Co., of Philadelphia had actually been knocking him out lately in sales of Connecticut leaf, which it would seem should not need to be the case if he has secured such large quantities of goods.

T. A. B. Carman, bookkeeper with Geo. A. Kohler & Co., at Yoe, has received the nomination for justice of the peace of that borough on the Democratic ticket.

Miss Hilda Heusner a daughter of H. N. Heusner cigar manufacturer of Hanover has been taken to Philadelphia for special treatment of the eyes.

It has been learned from reliable sources that the Florida Tobacco Company of New York, has lately sold large quantities of its new crop of Florida tobacco in this section through Theo. Byxbee, their Pennsylvania representative, who by the way is soon to open a branch office and warehouse in York for his house and of which he will be in direct charge of.

W. H. Raab & Sons have lately completely remodeled their offices, which are now among the most attractive cigar factory offices in the State. Business has been very brisk with them since New Year, when they had on hand 170 cases of goods, but this stock is being rapidly depleted.

Geo. W. McGuigan, of Red Lion, has sold out his cigar business to his son, Harry W. McGuigan, and will retire from active business. Mr. McGuigan, Sr., has not been in good health for some time.

H. A. Snyder, of Littlestown, has received from St. Louis a bronze medal awarded him on his product.

Geo. W. Parr, of Littlestown, has also received from the St. Louis Exposition Company a medal awarded him on the general excellence of his product. Mr. Parr has had more enquiries for the finer grades of goods this month than he has received in years before.

Geo. A. Buddy, also of Littlestown, has received a silver medal as an award on his exhibit of goods, made at St. Louis.

John H. Baker, of York, is having an exceptionally good business this month, and during the first thirteen business days of January his sales exceeded by over $1,000 the entire volume of his business during the month of January, 1905.

T. R. Decker, who has been engaged in cigar manufacturing here for several years, has been sold out by the sheriff.

NEW YORK TOBACCO NEWS.

(Concluded from page 13)

gars at $1.19 for a box of 50. This cigar was formerly a good seller in Newark but has taken quite a drop as most retailers are now selling same at 3 cents each.

The Nestor cigarettes, domestic made, have reached Newark, and Newman Bros., Market street jobbers, have taken on same and are placing them with their customers.

Eddie Gartland, formerly with the Hilson Co., and Barnes Smith & Co., is now representing the Banner Cigar Co., of Detroit.

M. Rudinger has been engaged as a city salesman by the Lewin Tobacco Co., Newark.

A. M. Pacholder & Co.'s Y Bet A little cigars have had an exceptionally good sale of late owing to the retailers having difficulty in obtaining Sub Rosa's. What the cause of the delay is no one seems to know.

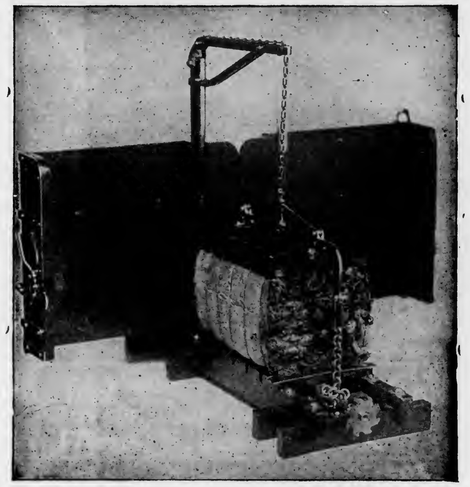
Newman Bros., independent jobbers of Newark, report business as being very active since the commencement of the new year. The St. Regis and Murias clear Havana cigars, made by J. Stahl Jr. & Co., are meeting with good success, these goods having been placed with all the leading dealers of the city and vicinity. Blue Light Tobacco, a 2½ oz. tin foil long cut made by the Lovell-Buffington Tobacco Co., of Kentucky, which the above firm recently took on, is meeting with success. They have the exclusive sale for these goods in the Newark market. Y Bet A, made by Pacholder & Co., are also selling well. Another piece of goods which enjoys a good sale here are White Roll cigarettes of the Ware-Kramer Tobacco Co. The success which Newman Bros. are making as distributors is phenomenal, and anything these boys take hold of is assured of success in the Newark market.

PATENTS RELATING to TOBACCO, Etc.

810,720 Pocket tobacco box; Isaac Z. Cohen, Bluefield, W. Va.

810,801 Ciagr clipper and match safe; Victor H. Paradis and J. B. Putrow, Rice Lake, Wis.

MINNICH BALING PRESS



Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars
GOLDEN EAGLE CIGARS
They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street, Manufacturers of Cigars FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
Nº 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

ACREAGE, PRODUCTION AND VALUE, by States, OF TOBACCO IN 1905.

Washington, D. C., January 27.

The Department of Agriculture has issued, in its annual report on tobacco in the United States, a table showing the acreage, production and value, by States, of the plant in 1905, as follows:

States and Territories.	Acreage.	Yield per acre.	Production.	Price per lb.	Total Farm Value.
	Acres.	Lbs.	Lbs.	Cts.	Dollars.
New Hampshire	125	1,700	212,500	17.0	36,125
Vermont	191	1,650	315,150	17.0	53,576
Massachusetts	4,488	1,850	8,302,800	16.9	1,403,173
Connecticut	13,340	1,725	23,011,500	17.0	3,911,955
New York	6,151	1,148	7,061,348	10.5	741,442
Pennsylvania	15,324	1,370	20,993,880	10.8	2,267,339
Maryland	30,143	650	19,592,950	6.0	1,175,577
Virginia	118,447	675	79,951,725	7.6	6,076,331
North Carolina	136,770	608	83,156,160	8.8	7,317,742
South Carolina	12,574	736	9,254,464	8.7	805,138
Georgia	2,036	525	1,068,900	17.0	181,713
Florida	5,321	600	3,192,600	18.0	574,668
Alabama	521	450	234,450	16.0	37,512
Mississippi	155	430	66,650	15.0	9,998
Louisiana	63	500	31,500	25.0	7,875
Texas	469	500	234,500	19.0	44,555
Arkansas	1,049	700	734,300	14.0	102,802
Tennessee	41,502	768	31,873,536	7.5	2,390,515
West Virginia	4,005	790	3,163,950	8.5	268,936
Kentucky	275,874	830	228,975,420	7.0	16,028,279
Ohio	59,229	850	50,344,650	8.4	4,228,951
Indiana	6,244	819	5,113,836	6.0	306,830
Illinois	1,122	900	1,018,800	6.0	61,128
Wisconsin	39,294	1,370	53,832,780	10.0	*5,383,278
Missouri	1,665	778	1,295,370	8.0	103,630
United States	776,112	815.6	633,033,719	*8.5	*53,519,068

*Corrected figures.

BOSTON TRADE MODERATE.

Manufacturers, However, Are All Working Full Force.

Boston, Mass., Jan. 28.

Moderate activity marked the week in the cigar and tobacco trade. While it has been but fair with the retailer and jobber the cigar manufacturers have all been working full force and the H. Traiser Co. is altering its factory to make room for several hundred more cigarmakers, which proves there is some trade somewhere nearby but not in the city.

Representative O'Rouke, of Worcester, this week introduced in the Legislature an anti-cigarette bill which provides that it shall be unlawful in this Commonwealth to make, sell, offer or expose for sale, or give tobacco in the form of cigarettes, so-called. A penalty of a fine not exceding $50 or 30 days imprisonment is provided. It is hardly thought that this bill will pass even the lower house, as the cigarette manufacturers will put up a strenuous fight against it; public sentiment is against it as well. The cigarette trade in this section is an important factor with the retailer.

Arguelles, Lopez & Bro. are being represented in this territory by Bert W. Frankel, who was recently connected with the Leopold Powell Co., of New York and Tampa. Mr. Frankel is an apt salesman and while with the Powell Co. opened up some good accounts for that concern. He has the best wishes of the trade in this new undertaking.

Meyer Yeretsky, of Integradad fame, was in town this week calling on the trade. Mr. Yeretsky offers his goods only to the fine stores as he says that for good goods to be handled by third class dealers cheapens the brand.

Norma Cigar Co., of Federal street, has taken the agency of the La Zuma brand of the Cortez Cigar Co., Key West. The Norma Co. caters especially to the fine trade in the neighborhood and handles mostly clear Havana goods.

The American Tobacco Co. is sending out solicitors to the trade offering its new drop shipment thus: If a retailer orders 2,500 Turkish cigarettes, 500 of which must be Murads and the balance sorted and in combination, a half pound of Lone Jack 1 oz, the company will send to the retailer direct a discount check of $1.00. This is the method the American Tobacco Co. has been using for the past six months in placing their high grade smoking in conjunction with their Turkish cigarettes.

Royal Bengals, the American Tobacco Co.'s 15 cent package of little cigars, is being vigorously campaigned by their representative J. Perlstein and a crew of men here. Royal Bengals at one time enjoyed a good sale here but since the company ceased advertising it the sale of them dropped.

Alfred Boll, traveling representative of S. Monday & Sons, was in town for a few days this week in the interest of the Beacon Light brand.

Max Schatz, the manufacturer of the Johnny Poole cigar, paid a visit to the headquarters of their Eastern agents, Marlboro Cigar Co.

Rosenthal Bros., of Hanover street, the "William IV." distributors have added two more sizes to this famous cigar, the Savoys and Panateles. Ralph Gans, of Gans Bros., makers of these goods, was in town this week and called on the trade in company with Sam Rosenthal, the senior member of the firm of Rosenthal Bros. ALFO.

—The Bostanjoglo Tobacco Factory of Moscow is said to have been pillaged. Not much wonder, with such a name.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO. Successors to F. H. BARE & SON
Packers and Dealers in
Largest Plant in the State LEAF TOBACCO We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

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MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

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Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

LANCASTER WAREHOUSES BUSY.

Tobacco Coming in at a Lively Rate and Being Assorted and Packed.

Lancaster, Pa., Jan. 29.

Every leaf tobacco warehouse in this city whose proprietor has secured any of the 1905 crops is now busy assorting and packing the tobacco which is coming in at a lively rate. Many warehouses have practically been empty for some months, but are again the scenes of much activity.

Quite a number of packers have secured warehouse facilities in the rural districts, therefore less than the usual quantities of leaf will be brought into the city this year. Some years ago nearly everyone having a country warehouse was earnestly trying to get in or nearer this city but now the order of things has become reversed.

Mountville seems to be quite an objective point of late. When E. M. Cohn, of this city, first rented a warehouse there he was about the only Lancaster man to take a warehouse there, but at present there are perhaps a half dozen members of the Lancaster leaf trade who have warehouses in Mountville, beside Philadelphia and New York dealers.

It having been brought to the notice of H. L. Hershey, Collectoor of Internal Revenue, that a custom has grown up of parties selling cigars in small quantities at public sales on various farms throughout their neighborhood, he desires to warn all such that they are violating the law and that the practice must stop at once or the penalties provided by the statutes will be enforced. A person thus traveling about from place to place selling cigars and tobacco is not to be regarded as a dealer, but as a peddler. As a peddler he must give bond and otherwise comply with the law and regulations, and can only sell in full original packages as they come from the manufacturer. Even as a regular registered peddler he can not sell less than a box at a time.

The above is not a new ruling but a common sense interpretation of a long existing law, and one which was recently enforced in York, our sister city just across the Susquehanna, where it had been a common practice for farmers who also manufactured cigars, (and of whom there are hundreds scattered throughout the county) to sell cigars at retail in the city market houses, on the street market or in fact almost anywhere. That this was clearly a violation of the internal revenue regulations, is not difficult to understand.

M. L. Greider and Geo. Hibsman on behalf of the Lancaster County Tobacco Growers' Association appeared before the Senate Committee on the Philippines, on Saturday last and protested against the passage of the proposed tariff bill, reducing the present rate of duty on Philippine tobacco. B. Ezra Herr, President of the local association was unable to go by reason of illness in his family.

A tobacco warehouse at 152 E. Mifflin street, used for storage purposes by John H. Greenly, trading as the Iona Tobacco Company, but whose offices are on N. Charlotte street, was pretty badly gutted by fire on Thursday night last entailing a loss of several thousand dollars but which was fully covered by insurance. The origin of the fire has not been definitely ascertained, but is believed to have been caused either by a defective flue or an overheated stove. The same building was badly damaged by fire just about a year ago.

I. H. Weaver is making extensive office improvements at his warehouse on North Prince street, which will add to both his comfort and convenience. The offices will be enlarged and telephone booths are being erected.

The case of Hoffman Bros., leaf tobacco dealers at Bainbridge, this county, vs. Walter S. Bare, of Lititz, was to have come up last week for trial but was postponed. From what can be ascertained the plaintiff sold a lot of tobacco to Mr. Bare, on inspector's samples. The tobacco was rejected by Mr. Bare, but finally shipped him and subsequently sold by him to the highest bidder. The present action is to determine whether or not the tobacco was of quality, etc., equal to samples bought from. Quite an array of witnesses have been summoned and the case is likely to be bitterly contested by both sides.

A. B. Levinite, manufacturer in the West End, has been confined to his home by illness for more than seven weeks, but is now believed to be on a fair way to recovery.

E. F. Lew, on West End avenue, has been having an increased demand for fine seed and Havana goods from his factory, ranging in price from $45 to $68 per thousand.

A number of members of the local trade went to Pottstown to-day to attend the auction sale to be held tomorrow by Shively, Miller & Co.

John and Will Hare, of John Slater & Co., left on Friday afternoon last for Pittsburg, and will spend several days at their old home in Washington, Pa.

John Slater, of John Slater & Co., has been confined to his home at Washington, Pa., by an attack of erysipelas but is now much improved.

J. E. Sherts & Co. are very comfortably housed in their new factory building at Walnut and Shippen streets. Mr. Sherts has just returned from a week's trip among his trade in Eastern Pennsylvania.

TO GROW SUMATRA IN GEORGIA.

Congressman Tom Bell, accompanied by W. W. Cobey and A. B. Shamel, experts on tobacco culture with the U. S. Department of Agriculture, has been in Georgia examining Gwinnett county lands with the view of establishing an experiment station for the growing of Sumatra tobacco. It is the purpose of the Department to establish three stations in the Ninth district to thoroughly test the culture of the finer tobaccos.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
Cigars
Correspondence invited with the Wholesale & Jobbing Trade only

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn
Cable Address, "CLARK."
HOPKINSVILLE, KY
PADUCAH, KY

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1878 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR SMUGGLING CASES

Will Come up in U. S. Court at Tampa Next Month.

Savannah, Jan. 29.

W. R. Leaken, of this city, has been directed by the Attorney General of the United States to go to Tampa the second Monday in February, to be present at the term of Federal Court, in session at that time, to close up the famous Diligencia smuggling cases in his capacity as Assistant Attorney General.

It was three years ago that Mr. Leakin received his appointment from Attorney General Knox. The Tampa cases were those of cigar smuggling, and a number of prominent persons were interested in them in Tampa, Jacksonville and Savannah. A number of Savannah people will be required to go to Tampa to testify in the cases at that time. Mr. Leakin hopes to close the matter up by the end of February.

INDIANAPOLIS CIGAR MAN DIES.

Indianapolis, Ind., Jan. 27.

Rinehart Weber, a well known cigar manufacturer of this city, died of paralysis, at his home, 1732 Union street. For twenty years Mr. Weber had been in the cigar business here, as foreman of a large local factory until about a year ago, and since then as a manufacturer at 9 West Morris street. He had more than a local reputation as a "taster" of tobacco, being able to gauge by the sense of taste the grade of tobacco with a great degree of accuracy. He was fifty two years old, and had been a resident of Indianapolis for forty years. He leaves a wife and two children.

EDGERTON, WIS., TOBACCO MARKET.

The receiving of the tobacco crop is now absorbing the attention of dealers at the delivery points, and the work of weighing in and settling for the purchases made several months ago is now going forward as rapidly as possible. The tobacco is very generally coming to the warehouses in good packing condition, and there are fewer complaints of deductions in settlements than for some years past. It will take the greater part of a month yet to complete the delivery.

Warehouse handling is now proceeding quite satisfactorily at the packing points, since the help has become well organized, although more help could find employment in this market.

The movement in old leaf is confined to scattering lots these days, though only the lack of stock prevents a more extended businesss. The demand is strong for everything the cigar maker could use. Pomeroy & Co. report the sale of a 127cs lot to a New York dealer, and a 55cs lot was sold to Kuttuner, of Chicago, by Frank Kellogg.

Shipments, 1,475 cases.—Reporter.

WANTS AMERICAN CATALOGUES.

Consul Jewell, of Martinique, reports that Mlle. M. Barbe, Bureau de Tabac, Fort-de-France, Martinique, French West Indies, desires catalogues of American machines for the manufacture of cigarettes that will have a capacity of not less than 4,000 to 5,000 daily.

ARE YOU USING
Typewritten Circular Letters?
WE mean those which are repeated to a large number of people, exact imitation of original Typewritten Letters.
Our Process turns out the Most Perfect Letters, the neatest letters you ever saw. Before you place your next order for Typewritten Letters, get our prices and let us mail you samples of our work or send a representative to tell you all about it.
Our modern plant enables us to turn out your work promptly on the day we promise it.
We give the same careful attention to a small order for one hundred or five hundred letters as for one hundred thousand letters. We will do the folding, enclosing, addressing and mailing at lowest rates. Just drop us a line, or send word by telephone, and you will hear from us without delay.
We Pay Express Charges on All Work.
Chicago Circular Typewriting Co.
34 Clark St., Chicago, U.S.A.
Telephone—Main 3881.

A. HUSSEY
LEAF TOBACCO CO.

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 59TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S. OHMIT
W. E. KRAFT
East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
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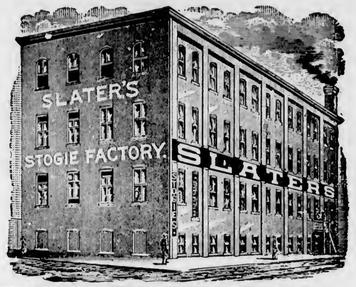
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.
Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED
Trade Mark.
MERCHANT & MANUFACTURER
Registered.
LONG HAND-MADE STOGIES FILLER
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

GROWER WANTS TO KNOW

How the Republican Party Can Sacrifice Us for the Philippines.

A Pennsylvania tobacco farmer makes the following pertinent inquiries regarding the Philippine tariff bill which is now up in the Senate after having been passed by the House. This grower is evidently not willing to swallow whole the reassurances of Secretary Taft and his followers. He writes:

"I would like to have some one explain to the farmers how the Philippine tariff bill will benefit the tobacco growers of this country. Can the Republican party sacrifice itself, after pledging to the people protective tariff, and allow two of the main articles raised in the United States to come in free—namely, sugar and tobacco?

"Are the interests of the tobacco grower and sugar cane people of the United States, and also the laboring class, to be sacrificed for the benefit of a half civilized race who are only a burden to the country? The farms where we now raise tobacco are, most of them, too small to profitably raise cattle and make dairying a profitable business. The tanneries are about played out, and if tobacco is allowed to come in now at 25 per cent of the Dingley tariff rates and after July 1, 1909, to come free, what is the grower going to do?

"It is simply the bread and butter of a great many people. And in a great many cases it threatens their homes, for they have invested thousands of dollars in sheds and appliances for raising tobacco.

"In the Philippines the labor at 15 and 20 cents a day does the whole thing. The tobacco growers of this country cannot compete with the people of the Philippines in growing tobacco. We have to use expensive fertilizers, while in the Philippines they do not use any; then we have to pay the laboring class from $1 to $1.50 a day, and they pay from 15 to 20 cents a day. They can raise two crops while we raise one. They can put their tobacco on the market for six or seven cents a pound and make a big profit, while we have to get 10 cents to make a living.

"Then it is not the grower alone that is affected. They manufacture cigars and tobacco equal to anything put out by the United States. They sent over seven million cigars last year. Think of the number they will send here if allowed to come in free. These were sent here for one third of the cost of manufacture in the United States The number of people employed in the tobacco factories of the United States that would be thrown out of employment if tobacco and cigars are allowed in free would be a great many.

"I have always been a Republican and a protectionist, but I don't know but I shall change my views if this Philippine tariff bill is Republican doctrine."

A GROWER.

Business Changes, Fires, Etc.

California

Sacramento—Jacob Ginsberg, cigars; notice of sale to B W King

District of Columbia

Washington—Edward J Erwin, cigars, news, etc; released chattel mtge, $600—George E Smith, cigars and tobacco; judgment, $171

Illinois

Aurora—J P Weldon, mfr cigars, etc, dead

Chicago—Dacken & Walner, mfrs and wholesale cigars; C G Walner succeeds——Perry J Fagan, pool and cigars, sold out

Iowa

Leon—W H Bobbit, cigar mfr, succeeded by Simpson & Kraner

Maine

Pittsfield—Estes Bros, cigars etc, succeeded by R J Estes

Michigan

Port Huron—Gustavus H Herman, mfr and retail cigars; bill of sale, $750

Saginaw—Edward C Maxson, Jr, cigars and news, succeeded by Wm F Holland

New Hampshire

Manchester—Cornelius F Bresnahan, cigar mfr, discontinued

New York

Buffalo—F Riehl's Sons, cigars and tobacco, dissolved, Charles W Riehl withdrawing

Ohio

Dayton—Louis Chackeres & Co, retail cigars, bill of sale, $500

Findlay—Black Duck Cigar Co, mfrs, changed name to Juno Cigar Co.

Tennessee

Nashville—Thos Engelhardt, cigar mfr, now Engelhardt Bros & Co

Texas

Denison—Chernault & Hacker, cigars and pool, chattel mtge, $2,170

Virginia

Newport News—Palmer & Payne, cigars, tobacco, etc, succeeded by J. J. Palmer

Wisconsin

Janesville—J B Dearborn, leaf tobacco, out of business

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

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Plug and Smoking Tobaccos
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"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
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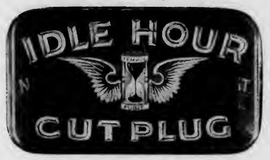

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There's no secret about the **RUGBY.** Anybody who **Knows How** can make a **5**-cent cigar just as good. It's the "knowing how" and reaching for the "good," instead of the "how cheap," that has put the **Rugby** to the fore.

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THE TOBACCO WORLD

WILL FORCE MANUFACTURERS OUT OF STATE.

Pernicious Ohio Anti-Cigarette Bill May Drive Many Away

Cincinnati, O., Feb. 2.

Uneasiness is caused by the possibility that the anti-cigarette bill introduced in the Legislature will become a law, as such an event would drive out business concerns that are no small accessories to local prosperity. For one thing it may cause this city the loss of one of its largest and oldest manufacturing plants, the Miller, DuBrul & Peters Manufacturing Company, 507-519 East Pearl street, manufacturers of cigar and cigarette machinery, cigar molds and cigar tools.

E. F. DuBrul, Secretary of the company, stated that in the manufacturing of cigarette machinery, they are compelled to make cigarettes to test the machines, but the cigarettes are not sold, and if the proposed legislation is adopted they will be compelled to remove their plant from the State.

The Miller, DuBrul & Peters Manufacturing Company are among the oldest manufacturing firms of Cincinnati, and in their line of different manufactures the largest in the world. Their cigar molds are not only found in all of the leading and progressive cigar factories of this country, but in many of those in Europe. They employ a large force.

The obnoxious bill is as follows:

Section 1. That it shall be unlawful for any person, by himself, servant, or any agent, or as the servant or agent of any person or persons, natural or artificial, directly or indirectly, or upon any pretense, artifice or device, to manufacture, sell, offer for sale, keep for sale, furnish or give away, or keep to be furnished or given away, or otherwise to dispose of, or to bring into this State for the purpose of selling, offering for sale, or to be kept for sale, or furnished or given away, or otherwise disposing of, any cigarettes, cigarette paper, or wrappers, or any substitute therefor, or any paper, or any device made or prepared for the purpose of making cigarettes, or any substitute therefor, or for the purpose of being filled with tobacco for smoking; or own or keep, or to be in any way concerned, engaged or employed in owning or keeping any such cigarettes, cigarette paper, or wrapper, or any substitute therefor; and any person who shall violate any of the provisions hereof shall be deemed guilty of a misdemeanor and upon conviction thereof shall be punished for the first offense by a fine of not less than twenty-five dollars nor more than one hundred dollars, and for the second or any subsequent offense by a fine of not less than one hundred dollars and not more than five hundred dollars, and by imprisonment for not less than ten days nor more than six months; provided, that the provisions hereof shall not apply to the sale of jobbers and manufacturers doing an interstate business with customers outside of this State.

Sec. 2. That whoever sells, gives or furnishes to any minor under sixteen years of age, any cigars or tobacco, shall be fined not less than ten nor more than fifty dollars, or imprisoned not more than thirty days, or both.

Sec. 3. In case of conviction for the violation of any of the provisions of Sections 1 and 2 of this act, the person furnishing the information upon which a conviction results, shall be paid one-half of the fines collected in any case.

Sec. 4. The act passed May 18, 1894, entitled, "An act to provide against the evils resulting from the trafficing in cigarettes, cigarette wrappers, and packings containing the same, cigar and tobaccos to minors," as therein provided, and the act passed April 24, 1893, entitled, "An act to tax the business of trafficing in cigarettes or cigarette wrappers," and the act passed April 10, 1888, entitled, "An act to prohibit the sale of cigarettes and tobacco to minors, are hereby repealed.

Sec. 5. This act shall take effect and be enforced on and after June 20, 1906.

OHIO BILL PASSES

Anti-Cigarette Measure Voted on Favorably by the Lower House

Columbus,, O., Feb. 2.

The McFadden anti-cigarette bill was passed by the House by a vote of 78 to 33. There were some changes in the bill which as it now stands, prohibits the sale, purchase or manufacture of cigarettes in Ohio under a heavy penalty. There is considerable confidence that the bill will go through, as Governor Pattison has championed it.

Some dealers throughout the State are said to be disposing of their cigarette stock at a sacrifice in anticipation of the passing of the bill, although it is understood that it will not go into effect for some time.

DON'T CUT THE TRASH

Plan for Southern Growers to Reduce Crop Without Loss.

Owensboro, Ky., Feb. 2.

A suggestion has been made by William Calhoon, a well known grower in this vicinity which he believes, if followed, will curtail the tobacco crop without cutting down the acreage, which is what is so eagerly sought.

The suggestion is the result of the discussion which has been going on so long, and Mr. Calhoon says the thing to do is not to cut the leaves that are usually classed as trash.

He would tear off all leaves on the plant that are sure to turn into trash. These are easily singled out and are always found near the ground. When they begin to decay or show defect, they draw on the main stalk for a greater amount of sap or nutriment, so when the leaf is torn away the added food goes into other leaves and makes them better. When in the barn, Mr. Calhoon claims that the trash is always the first of the tobacco to start the damaging process known as house burning. The sap goes out of it first and this starts the sweat that results in the houseburning of the rest of the housed tobacco. In addition to these arguments he finds another in the well known fact that trash left on the ground proves a very good fertilizer.

The last argument in favor of this plan is found in the fact that the trash brings a comparatively small amount and yet it is often used as a substitute for good tobacco. It is estimated that the trash, as usually saved by many greedy tobacco growers, amounts to about twenty per cent. of the delivered crop. The cutting out of this would diminish the supply one-fifth, and would leave a demand for 2,000 pounds of high priced tobacco out of every 10,000 pound crop, which would, considering the very low price of trash, be a greater lessening of the supply of tobacco than will be effected by the reduction to 10,000 hills to the hand.

PACKAGES OF SCRAP REDUCED.

Cincinnati Manufacturers Forced to Make Changes by Price of Cuttings.

Cincinnati, O., Feb. 2.

Some of the local scrap tobacco manufacturers have reduced the size of their packages owing to the increased price of cuttings, and there is a general upward tendency in the market. The packages which sold to the consumer for five cents and contained three ounces, have been cut down to two and a half ounces.

The manufacturers who have made the change are: The Day and Night Tobacco Company, B. Duwel & Bros., and A. Schroer Tobacco Company. It was an impossibility for these manufacturers to maintain prices at one end while prices on raw material were bounding up on the other. It meant for the manufacturers either a reduction of the size of their packages or giving up the manufacture.

It is the same condition that has caused the stogie manufacturers to have already advanced prices, and which is driving a great many manufacturers of cheap cigars out of the business. The reports for the month of December from the Internal Revenue Collectors show that the smaller districts have pretty generally reduced their output, but the large districts, where manufacturers are provided with great stocks of tobacco, not only have not decreased their output, but have gained over the same month in the year 1904.

MUSIC IN CIGAR FACTORY.

Newark Firm Has Engaged a Piano Player to "Oblige" Daily.

Newark, N. J., Feb. 3.

A novel experiment will be begun next week in the American Cigar Co.'s factory here, and it is only hoped that it will not result in the turning out of rag time cigars. A musician has been hired by the company and will play the piano for a certain period every day.

The company employs about 300 workers, and many of them are women. Whether the free concerts will cause deft and nimble female fingers to move the faster for the music remains to be seen. Doubtful ones declare that the big factory would make an ideal dance hall during the hours of music.

Those who claim expert knowledge of the feminine nature assert that there will certainly be enthusiastic dancing, notwithstanding any rules or regulations which may be promulgated. The piano will be placed in the center of the factory, so it can be heard all through the building between 2 and 3 o'clock each day.

"KING OF CIGARISTS" IS NO MORE.

William H. Ingram, age 46, known all over the country as the "king of cigarists," died several days ago at the Deaconess Hospital, in Indianapolis, after a brief illness of meningitis. Mr. Ingram had the record of having sold more cigars than any other man in the United States, and is well known from New York to California. Besides having been connected with Haag's cigar store on North Pennsylvania street for years, he formerly was paying teller at the Murdock National Bank, Logansport.

TO FREE GROWERS FROM TAX.

Bill Introduced Allowing Farmers to Sell Their Product Free.

Washington, D. C., Feb. 2.

A bill which is interesting to tobacco growers has been introduced in the House by Representative Kitchen, of North Carolina. The object of the measure is to allow tobacco growers to have the right, free from taxation, to stem and hand-twist their tobacco of their own growth and to sell the same to any person without having to pay a license for it. This tobacco will not be subject to taxation under the internal revenue laws so long as it remains in the form and condition in which the grower prepared it, and any person may buy, sell or use the same without any tax or license.

Speaking of his bill Mr. Kitchen said:

"At the request of the Legislature of North Carolina, I introduced this bill. Last year similar bills were introduced, but were never pushed. I am going to do my best in this matter, for I believe that if the growers of tobacco in the tobacco-growing States are freed from the tax they now pay, six cents per pound, they will be more independent of the tobacco trust. The American Tobacco Company now buys a large part of the crop of North Carolina and others States and has the growers down to such a low price that there is but little profit in raising it.

"I want to see the tax on tobacco in any shape taken off. If this is done you will see the tobacco areas of the States I have mentioned more prosperous than they have ever been before. This bill is now before the Ways and Means Committee, and I am hopeful that it will be favorably reported, for it means much to growers of tobacco in different parts of the country."

MUSTN'T COERCE BUYERS

Prominent Kentucky Grower Has Been Arrested and Held in Bail.

Clarksville, Tenn., Feb. 3.

C. E. Whiten, one of the most prominent farmers of Logan County, Ky., was arrested at Olmstead, Ky., by a United States Marshal on the charge of being one of a crowd which called upon John B. Scott, the Regie tobacco buyer at that place, and requested him not to receive any tobacco from farmers outside of the association. Whiten was taken to Guthrie, where he gave bond for his appearance, and he returned home to-night. His arrest caused considerable excitement throughout that section of the country.

Several months ago, when the farmers throughout the dark tobacco district were wrought up over the tobacco situation, a number of farmers of that section who were masked are alleged to have called on Mr. Scott and requested him not to receive any tobacco for the trust. Mr. Scott acceded to the demands of his callers, and the crowd dispersed. After the incident the feeling towards the trust representatives in that section is said to have been so intense that Mr. Scott left, coming to Clarksville, where he remained until the excitement subsided. Since then he has been removed to another town.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

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DOHAN & TAITT,
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IMPORTERS OF
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JULIUS HIRSCHBERG HARRY HIRSCHBERG
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

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HAVANA SUMATRA
IMPORTERS & PACKERS OF
SEED LEAF TOBACCO
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The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
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DEALER IN LEAF TOBACCO
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SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

DRIVING OUT THE MONEY CIRCULATORS.

I noticed an extract from a Western newspaper in the editorial columns of the Tobacco World last week advising the trade to pay no particular attention to the anti-cigarette laws which seem constantly to be invading new States, for the reason that in spite of them, the consumption of cigarettes in the United States is largely on the increase, as shown by the reports of last year.

That is all right as far as it goes but there is a phase of it not considered, and the more I think of it, the hotter I get at these well meaning asses who are responsible for all this tommyrot.

Wherever these bills are actually passed and signed they of course become laws that can easily be enforced. It is not to be supposed that many other States, even though they pass similar laws, will make such fools of themselves as has Indiana, such as arresting and imprisoning citizens for having cigarette papers in their possession, but they will at least be obliged to prohibit general manufacturing and so displace a lot of factories.

For instance there are cigarette manufacturers in Ohio who will either have to go out of business if the proposed bill goes through, or move their plants to another and saner State.

This causes these manufacturers a considerable amount of trouble and expense all to no purpose, and throws hundreds, perhaps thousands of employes out of work. It takes a lot of money out of circulation in the State, and generally stirs up things in an unpleasant and expensive fashion without doing the slightest good in the world.

If the crass idiots who father such measures have any glimmerings of intelligence not entirely absorbed by the getting of their clothes on in the mornings, they ought to know that they can never legislate the cigarette out of existence by such methods. Indeed it is highly probable that some of the increased consumption noted last year was directly caused by the fact that the cigarette was held up as an evil in such exaggerated form.

Many thought of smoking cigarettes who had never before given them a thought, because they were under the ban. And they smoked them and are probably smoking them yet. All the imbecile constables, hysterical women and hayseed legislators in Indiana couldn't prevent cigarettes from being smoked in that State and that fact ought by this time to be plainly apparent to would-be reformers in other States.

Consequently, when such creatures are allowed to go ahead ruining the business prospects of their States and jeopardizing the prosperity of those who work for wages, it shows that the power of law-making can be juggled and played with entirely too freely for the public good.

You can tell from the tone of my voice that I'm really vexed about this. What has started me off again on it, is the informal report which I got that certain cigarette plants are comtemplating packing up and getting out if their State falls under the frenzied reform lunacy.

Of course it doesn't make a darn bit of difference to me personally whether these concerns move or not, and it probably won't make any difference to them which they can't rectify in the future. But it will hurt a lot of innocent people who will be practically helpless unless they set up such a howl of disapprobation as will penetrate even the furry ears of these pigmy lawmakers.

Of course if this costly farce continues and a few other States consent to be mesmerized, I think there is no doubt that the part of the trade most concerned will have the laws tested in the higher courts and then relegated to the oblivion which is waiting for them. But if consumption and therefore manufacture is increasing, of course that step has not yet become necessary, and the only ones to suffer materially, so far, are those who can least afford to.

Why don't these mentally weak sisters move out to Alaska or some similar spot where they would have lots of room to play around at reforming things without disturbing anybody. They could regenerate the seals and pass a bill to prevent them from carrying champagne bottle labels on their persons, or they could steer their gentle ambitions in almost any direction.

I have no compunction in speaking of such disturbers as these as roughly as I can, for the reason that they are entitled to little sympathy. Sympathy implies an emotion which can be understood by its object, and while these "reformers" may be sincere, their sincerity is that of the maniac who repeatedly tries to crush his head against

(Concluded from page 7.)

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
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J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.
Pathfinder
W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

HOW many retail cigar and tobacco dealers know exactly how they stand on last year's business, and how it compares with preceding years? Just as many as keep a set of books. How many don't keep a set of books. An astonishing proportion.

The subject was brought before the writer's notice some time ago by a jobber who complained that the majority of his retail customers apparently did no book-keeping, and so were a nuisance to deal with. In a certain way, it was a surprise to the writer, and something was said about it in these columns at the time.

The fact remains that a great many cigarists put what they take in over the counter into the money-drawer or cash register, and pay what bills they have to out of the same. Sometimes they have a bank account, sometimes they don't. Personal expenses come out of the cash drawer and no memorandum is left. If there is more money than usual in the drawer they are doing a good business, if there isn't they're not. And that's all there is to it.

Such dealers as these are absolutely unable to tell whether they are running behind, whether the year has shown them enough of a profit to stand a raise of rent, whether certain expenses are warranted, whether it is paying them to sell certain lines, whether the running expenses of their store are too high for the proportion of profit, whether there is any profit.

They know nothing about it. They can guess, and by figuring out that, as they have lived pretty comfortably without having to go in debt, they must have had a good year, but that is as far as they can go.

The same sort of complaint is voiced in a London tobacco trade journal, which, after advising all dealers to tally up on the last year and see precisely how they stand, accuses a lot of the dealers of keeping no proper record of their business, and earnestly urges such dealers to reform. It says:

"Now, this is not as it should be. Every trader, no matter how small his business, should have a set of books, which need not be numerous nor elaborate. A ledger, cash book, purchase book, and day book will be sufficient for the ordinary trader, and these he can procure for a half sovereign or so. Whilst every retailer has to spend the best part of each day behind his counter he is not engaged serving customers all the time, so that in his leisure hours writing up his books would form a pleasant and profitable diversion. Every retailer should keep a strict account of his sales for each day, classifying cash sales apart from credit transactions. Such a record is useful for the sake of comparison with previous years. We trust, therefore, that retailers who still jog along in the careless manner we have pointed out will take a note of our suggestions, and put them into practice during 1906, and if they do so, at the end of it they will be very thankful to us. Last January we made somewhat similar suggestions which were followed out by a few of our readers, who have written to thank us for the advice given. As New Year is the time for good resolutions, the tobacconist should also form his good resolution—viz., to better his position during the coming twelve months, and it will be a considerable help to him to this end to know exactly how he is financially situated day after day."

So it is presumable that the trade is alike the world over, but that does not make it any better. It shows an actual shiftlessness that is a bad omen for the trade. And in these days there is absolutely no excuse for such a condition of affairs, and particularly not on the plea of expense or ignorance.

Some dealers will say they know nothing of book-keeping because they never learned it, and that they can't afford to hire anyone to do the work. There are a hundred and one systems on the market by which a six year old child can keep track of a much more intricate business than the average cigarist's, and nearly all the systems have the merit of being cheap, particularly so in view of the money they save for the man who puts them into practice.

A shoe-string man on the sidewalk would be much better off if he kept his accounts carefully for it not only would make him more business like, but by constantly keeping him informed of where he stood, would as constantly be spurring him on to enlarge his operations.

* * *

PLEASANT ONLY TO HIS OWN CUSTOMERS.

IN an up-town Philadelphia cigar store is a young clerk, who is very popular with many of the store's customers. He is good looking, and when he cares to can be very pleasant and affable. There is another clerk in the store, and the first man takes great pride in the thought that the majority of the customers seem to regard him as their special clerk.

Accordingly, whenever he is waiting on a stranger, he is very courteous and obliging, and does everything in his power to make an impression that will last. In that way he pretty steadily adds to his following.

That is all right so far as it goes. But there is another side to it. The other clerk also has his friends, and sometimes these may be in a hurry when their man is busy, or may drop in when he isn't on duty. If the proprietor isn't there, and he isn't very often, they will of course be waited on by the first clerk.

In that case, smiles from behind the counter are very rare indeed, and the clerk's attitude through the transaction is that he is being obliged to waste time on a customer who has no right to impose on him. His manner is not exactly rude, but he does not put himself out of the way in the least to see that the customer is entirely satisfied. His manner is decidedly independent.

The worst of it is that he thinks he is doing a creditable thing in acting that way, because he has the idea that in doing so he is being loyal to the other clerk. He thinks if he wanted to take the trouble, he could win many of these customers over to himself, and that in not doing so he is acting in a very honorable way.

The theory is all right, but the way he puts it into practice is all wrong. A customer is always entitled to obliging treatment from a clerk, and in not getting it he may hesitate about coming in again because he wouldn't be sure of getting the right clerk.

Plenty of men who have sufficient backbone to call an unwilling clerk down to his proper place, would be unwilling to, because it is likely only to make the clerk more surly, and not help the customer to get what he wants.

That is the great danger of encouraging clerks to win personal followings, because they are tempted to ignore everybody else except those that are so far unattached.

* * *

RIDICULOUS HAUGHTINESS

THERE are cigar stands in New York city where a man trying to spend a nickel for his usual smoke is almost stared out of the place. Many smokers use five cent brands of cigarettes because they prefer them, and not because they cost less than Turkish or other varieties. It is not the fault of the domestic cigarette that the tobacco can be bought cheaper than the foreign, and there are smokers who feel they are entitled to smoke what they like.

Many of the "high-toned" stands don't keep the cheap goods and reply to a request for them with haughty distain. Some do keep them, and throw the box out on the counter and sweep in the nickel with an air of amused toleration as if they had engaged in such a peculiar transaction merely for the sake of the amusement it afforded them. And that attitude is the most ridiculous of all.

The idea of putting something in stock from which the dealer expects to make a profit and then acting as if the customer ought to be ashamed to buy it!

It is practically the same in some sections with five cent cigars. Some stands simply ask ten cents for cigars that can be bought elsewhere for five, while others put in a box or two of fives, and drag them out with the utmost reluctance, plainly showing that they consider the customer a cheap skate.

It is a part of the inflated ideas which dictate prices in New York and it would be absurd if it were not annoying. A Philadelphia dealer who always smokes a certain five cent cigar because it satisfies him more than any other brand he has tried, asked for that favorite brand from a stand in the swell section of New York not long ago and was treated as if the clerk thought he ought to be down on the Bowery. In this case it only amused the Philadelphian, as he is in a position to buy and sell the proprietor of the stand in question several times over.

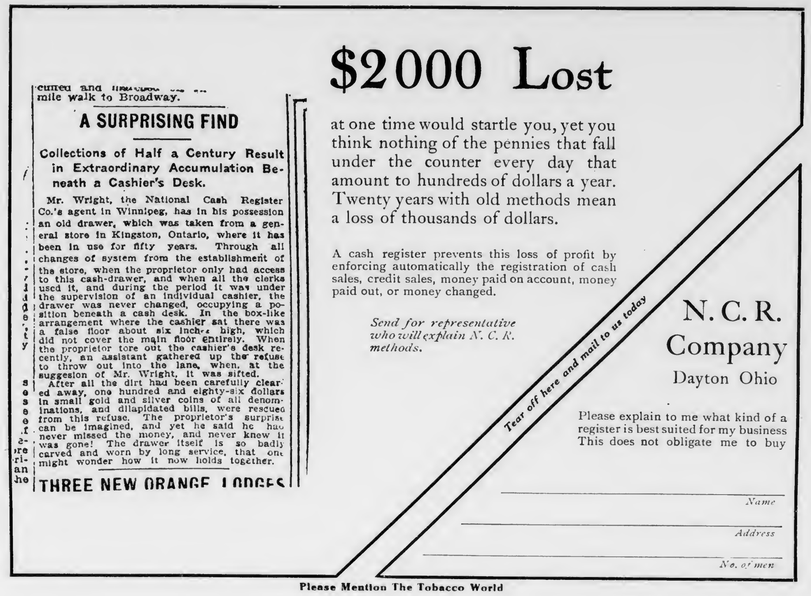
* * *

A PATRON of the Holland House, New York, is the possessor of a cane that is unique in one respect. Its hollow silver handle is shaped like a doorknob, the top opening and closing on a hinge. A silver tube fastened to the base of the knob extends about four inches inside the cane. This receptacle is for holding cigar ashes.

"It is an invention of my own," said the owner. "I find it a mighty useful thing when traveling. Cigar ash, you know, can't be beaten as tooth powder. It both preserves the teeth and keeps them white. As I smoke on an average six cigars a day, I thought it a pity to throw away so valuable a constituent as the ash. Every time I am smoking a cigar and have my cane handy I open the handle and drop the ash in."

ALLEN TOBACCO COMPANY'S DISPLAY.

THE above handsome display was made by the Allen Tobacco Copany of New York, at the recent Tobacco Show held in that city. The famous Telonettes and Allenettes were on view prettily arranged, accompanied by other brands manufactured and made popular by this company.



Please Mention The Tobacco World

CIGAR BOXES IN THE PHILIPPINES.

THE manufacture of cigar boxes in the Philippines, is a very different operation from that pursued in the United States. Nearly all of the boxes are very artistically designed and in many instances rich hardwoods are used in their manufacture. The designing is always done by hand by natives and some beautiful specimens are shown as evidence of their handiwork. The stock employed in the manufacture of these boxes is several times thicker than is generally used by the manufacturers in the United States, and practically all of the work is done by hand, with the exception of sawing the logs into boards, which is done by a process known as whip sawing. In the latter operation four men are employed, two at each end of the saw.

The ornamentations which are most popular with the natives are manufactured from brass and are fastened on the corners and others parts of the boxes by means of small screws or nails. Occasionally small brass trimmings are used instead of the nails, which gives the box a much more attractive appearance.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

the wall of his cell. The manic is pitied, and the wall padded. The wall ought to be padded for the anti-cigarette commotion-makers likewise and additional measures of restriction taken for the reason that the latter seek to harm others while the poor madman wishes to harm only himself.

It isn't as if you could reason with these people. Statistics, chemist's and physician's reports, expert analyses in variety and abundance pass them uncomprehended and misunderstood while they are eagerly devouring as gospel, sensational fabrications from the yellowest newspapers, which, on any other subject, they would scorn.

So they are hopeless and must go their way until the inevitable reaction arrives and sweeps them breathless and still not understanding out of the public sight. But, mark you, they'll turn up later with mischief of a different sort.

THE OLD SALESMAN.

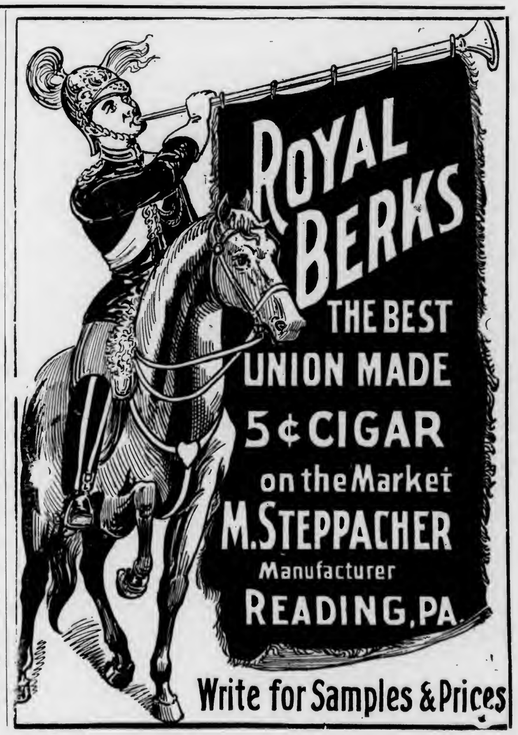
CAN STORE 4,000 MORE HHDS.

Louisville Tobacco Warehouse Co. Buys More Property.

Louisville, Ky., Feb. 3.

By the purchase of the property formerly occupied by the Tarascon Woolen Mills at the junction of Hamilton avenue and Pine street, the Louisville Tobacco Warehouse Company has completed arrangements for an additional warehouse, which will store 4,000 hogsheads of tobacco. Additional room has been made necessary through the rapid increase of business during the last few months and the location so far from the present warehouses has been secured because of inability of the company to purchase adequate property near the present locations of the warehouses.

A block of property about 250x300 feet in dimensions has been secured on Hamilton avenue, and three buildings, formerly occupied by the woolen mills, are included in the purchase. It is said the property sold for $25,000, although the deed reads $1 and other considerations. Work on the new property will begin at once.



E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
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700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
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IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET
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Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
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Our Retail Department is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
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LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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VELENCHIK BROS.
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CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
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Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CURRVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUYERS STILL ENTERING HAVANA MARKET.

They Are Up Against a Hard Proposition, However, as Greatly Diminished Stocks Afford No Selection. Manufacturers and Jobbers Hesitate to Take a Chance on the Prices Asked.

(Special Correspondence of The Tobacco World.)

Havana, January 29, 1906.

The cry is "still they come," as far as buyers from the United States are concerned. The diminished stocks of leaf tobacco make it a very difficult business to please the incomers because either they are looking for goods which have virtually disappeared from our market, or are under the impression that the prices asked for the goods are entirely too high.

As a matter of fact it can be said that prices are nominal, because one holder of tobacco will ask from ten to twenty dollars more for a vega than for similar goods sold only a short time ago by other dealers. The buyer, whether he be manufacturer or jobber, finds it impossible to do any figuring upon the accustomed basis, and seems to be entirely at sea as to whether, by investing his money at these figures in leaf tobacco, he will be able to get it back in the United States through reselling the leaf, or by turning it into cigars, the latter of which will cost him considerably above the ruling prices for the sizes he has been in the habit of selling at the current quotations for same.

The only other option which is left the buyers here is to leave the island without making any purchases whatever, and rather than choose this option the majority of the visitors have preferred to purchase moderately, taking their chances of either getting a new dollar back for an old one, or perhaps standing some trifling losses in order not to lose their customers or shut down their factories.

A number of our leaf dealers have entirely closed out their stocks, or are holding only a few bales of high priced wrappers, which latter have not been in such demand of late. The stocks in first hands are very low, but there is still a fair quantity in the hands of the American export houses as well as of some speculators, and they do not seem to be in any hurry to part with them except at still higher figures.

During the past week it rained again in the Vuelta Abajo and Partido districts, which may have done further damage, although as we had cool weather and a dry spell during the latter part of the week it is to be hoped that the harm done was only temporary. In any event it is preferable to abstain from making any further comments, as too many probabilities have to be taken into consideration to make an approximately correct guess.

Sales

this week amounted to 6,284 bales in all, which consisted of 5,011 Vuelta Abajo, 681 Partido and 592 bales of Remedios. The American buyers secured of this quantity 3,517 bales, while the local manufacturers and speculators took the balance of 2,767 bales.

The American exporters and speculators have turned over quite a quantity of bales besides, which, however, I refrain from publishing.

Buyers Come and Go.

Arrivals:—Francisco Garcia and Benito Rovira, of New York; A. Pazos, of A. Pazos & Co., Leonard Friend, of Friend & Co., and R. Sichel, of B. Rosenbluth, New York and Havana; E. A. Kline, of E. A. Kline & Co., and E. P. Cordero, of E. P. Cordero & Co., New York and Tampa; Matt Berriman, of Berriman Bros., Tampa and Chicago; W. S. Lightburn, of the Cortez Cigar Co., Key West; E. Lilienfeld, of Lilienfeld Bros. & Co., and E. Wedeles, of Wedeles Bros., Chicago; Louis Kuttnauer, of L. Kuttnauer & Co., Detroit.

Departures:—For Chicago—B. Spector and H. Cohn; for New York—S. Ashner, George Kober, Max Maier, Alfred Ettlinger and Mort Regensburg; for Philadelphia—Charles E. Crawford and L. F. Mueller; for Tampa—E. J. Stachelberg; for Key West—R. A. Lincoln, H. K. Cold, Harry Erlich and S. Janover.

Havana Cigar Manufacturers

continue to be quite busy, as orders from the United States and Great Britain do not seem to be lacking. According to internal revenue returns it seems that there have been taxes collected equal to 214,000,000 cigars, or nearly the same quantity which were exported during 1905, which latter, however, do not pay any taxes at all.

H. Upmann & Co., report having shipped 800,000 cigars last week, of their own and other independent manufacturers' brands. The H. Upmann factory is exceedingly busy trying to catch up on back orders.

Partagas had quite a time last week with the "Cook County Democracy" Marching Club of Chicago, as its members paid several visits to the factory and once their own particular band serenaded the owners, Cifuentes, Fernandez & Co., by playing all the patriotic Cuban, Spanish and American airs. They were royally entertained, and as the Partagas brand is a favorite in Chicago, the visit of the Democratic organization will undoubtedly increase its popularity still further.

Por Larranaga also had a visit from

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Gregorio Obeso
Candido Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
Packers and Importers of Vuelta Abajo, Partido and Remedios
Havana Tobacco
165 Front Street, New York
HABANA OFFICE: Neptuno St. 172. Deposito: San Ambrosio Stores.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

MANUEL LAZO
Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken Telephone 6146
199 Manrique HAVANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

JOSÉ MENENDEZ
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Cable: CAMORNS Habana, Cuba

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. IRIBARREN,
Packers and Exporters of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Escobar 162, Bet. Salud & Reina, Havana, Cuba
Special attention paid to tobacco suitable for the American market.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 208. Cable Address, "Aixalaco."

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero,
MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374, HAVANA, Cuba.
Cable Address: Larranaga, Havana
Codes used: Lieber's Standard (Ed. Espanola) A B C 4th and 5th edition.
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
Representatives and Agents in all the Great Cities of the World.
Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 595. Cable: "CALDA."

EVARISTO GARCIA JOSE M. GARCIA JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

quite a number of the influential members of this same club, and the liberal treatment accorded them by Don Antonio J. Rivero, the manager, will undoubtedly contribute to stimulate the sales of this choice cigar, which needs only to be known to be appreciated.

Ramon Allones and Cruz Roja continues to have all the orders it can possibly take care of, and Rabell, Costa, Vales & Co. are constantly receiving letters from the United States, Great Britain, Germany and South America asking for duplicate shipments.

Sol is making strenuous efforts to push its brands of Sol and Luis Marx in the United States in preference to all other countries. Don Carlos Behrens says that as far as the propaganda is concerned, it refers chiefly to the coming crop; in case the latter should be a very short one (Vuelta Abajo and Partido), the Cuban Congress will be requested to pass a temporary law to prohibit the exportation of leaf from these two sections of the country, so that the interests of the 20,000 people who are engaged in the cigar manufacturing industry should be taken care of. The idea is to enable local manufacturers to secure the pick of the crop in order not to lose the supremacy of the Havana cigar industry.

Eden is busy steadily turning out from twenty-five to thirty thousand cigars a day, and Calixto Lopez & Co. not only have all the tobacco they need for their factory for the next eighteen months but they are in a position to supply a fair portion of their holdings to any needy manufacturer.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez sold 831 bales of Vuelta Abajo and Remedios, and with the exception of a few small odd lots have closed out all their holdings.

Charles E. Crawford and L. F. Mueller, who left on Saturday by the steamer Morro Castle, closed their purchasing account with nearly 1,000 bales of leaf, and considering the position of our market, the firm of Dohan & Taitt may be congratulated upon having secured as fine a class of tobacco as any house in the United States.

B. Diaz & Co. were sellers to the extent of 650 bales of Vuelta Abajo and Partido.

B. Spector, of Spector Bros., Chicago, was all over the Vuelta Abajo and Partidos, although this time he found there was nothing left in the country, and so concluded to buy about 500 bales—the best he could find—in the local market.

Aixala & Co. disposed of 411 bales of Vuelta Abajo.

H. Cohn stocked up with about 250 bales of choice leaf for his Emancipo de Cuba factory, of Chicago.

Rodriguez, Bautista & Co. turned over 400 bales of Vuelta Abajo and Partido.

Lewis Sylvester & Son have fixed up their warehouse and office at Monte 56 in a very up-to-date fashion. Outside and inside paint has not been spared, and the plant now looks as spick and span as a new building. The office furniture is all new and the spacious room is very inviting to the intending purchaser. The firm owns a very choice stock of all kinds of leaf, Vuelta Abajo, Partido and Remedios, and they secured only this week the very last 400 bales of the famous escojida from Muniz & Gonzalez, Santa Clara, for which $70 per qq. had been asked, and may have been paid by them. Buyers who are still coming to Havana ought not to neglect to give him a call, as a better assortment of leaf cannot be found in any other house.

Jose Menendez closed out 350 bales of Vuelta Abajo.

R. A. Lincoln made some purchases of fine leaf.

A. Pazos & Co. sold 300 bales of Vuelta Abajo.

Harry Erlich registered the late purchases made for him by his agents here, and felt well pleased with the manner in which the same had been executed.

Loeb-Nunez Havana Co. disposed of 150 bales of Remedios and Vuelta Abajo.

Jose F. Iribarren closed out 100 bales of Partido.

G. Salomon y Hnos. made some good sales of Partido and Remedios.

A. M. Calzada & Co. did a fair business last week, buying and selling for their customers.

Receipts From the Country

	Week Ending Jan. 27 Bales	Since Jan. 1 Bales
Vuelta Abajo	304	2,235
Semi Vuelta	25	79
Partido	351	590
Matanzas	—	3
Remedios	209	2,742
Total	889	5,649

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Ignacio, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St. NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

New York, February 5, 1906.

The retailers did little grumbling this week so I take it for granted business with them must be showing signs of improvement. Clear Havana cigars and Porto Rican of the fancy shapes are much in demand, and the panatela shaped cigar especially is greatly on the improve.

This is a good market for high grade Turkish cigarettes, and hardly a week passes without seeing some new brand being placed with the trade.

Many retailers inform me of difficulty in obtaining some brands of trust-made little cigars such as Sub Rosa and Recruit; what the cause of the trouble is no one seems to know. By the removal of the P. Lorrillard Co. plant in Jersey City to Marion Station there passes away an old land mark.

* * *

The cigar manufacturers are fairly busy and all the salesmen are out scouring the country for orders. The leaf business is still active and there are many good deals being put through in the new Connecticut; Havana is still advancing in prices but I understand from a large importer that to-day Havana tobacco can be bought cheaper in New York than on the Island.

Ed. Salomon, leaf broker, has returned from a week spent in Connecticut and he reports a scarcity of leaf and says the crops have been gobbled up earlier than usual, this year. All kinds of rubbish are greatly in demand, the asking price for this grade leaf today being 4 cents green in the bundle.

A. Arens, Water street leaf dealer, went to Connecticut again this week. Arens is certainly on the go these days.

J. Monheimer & Co., printers for the tobacco trade, have been very busy this week, printing cigarmakers' revenue books. They make a specialty of these and are supplying some of our leading leaf dealers and cigar manufacturers' supply houses with same, with advertising matter printed on them.

Joe Friedman, a cigar broker, son of the late Henry Friedman, Sumatra importer, has rented a desk room in the office building at 128 Water street.

John H. Johnson, Boston cigarist, was a recent visitor to our market.

On Wednesday there was an auction sale at Woodrow & Lewis, of 137 cases 1903 crop Zimmer Spanish on account of Elias Bach & Son.

Samuel Starlight, son of E. Starlight, of the firm of Starlight Bros., the well known manufacturers of clear Havana cigars, is a hustler from the word go; his duties include managing the office and making frequent trips on the road. He has all the instincts of a successful business man and in every sense is "a chip of the old block."

"Popular Joe Abrahams" is making a grand success in his retail leaf business; he is a live one in every sense of the word and is gradually building up an enviable business from a small beginning. The past week Mr. Abrahams secured a nice lot of desirable old Connecticut binders and the chances are it won't last long. His mail order business is on the increase and he is daily in receipt of orders from all parts of the United States.

A. Freund, formerly a city salesman for P. & S. Loewenthal, here, is now city salesman for A. Van Derpoorten & Son, of 209 Pearl street, and has done a very satisfactory business since his new connection.

Six hundred cigarmakers, of whom 200 are women, went on a strike this week at the factory of Regensburg & Sons, Canal and Elizabeth streets, for advances of from $1 to $3 a week.

The business of E. E. Van Syfried has been incorporated with a capital of $15,000. Directors: E. E. Van Syfried, F. J. Kesterman and R. J. Farrington.

Alex. Zeeling will manage the new branch cigar store of J. Wallach Sons, at 693 Broadway.

Ig. Lichtig, 482 Eighth avenue, intends very shortly making some alterations in his store, which when completed will be one of the finest on the avenue. Mr. Lichtig has just added to his stock Sanzio and Cuban Q. T.'s short smokes made by Pacholder & Co., Baltimore, Md.

Morris J. Levi, of the firm of Levi, Blumensteil & Co., sailed yesterday for Havana on the steamer Morro Castle.

Stanley Wollman, with the American & West Indies Trading Co., left last night on a three months' trip to the far West. Edgar B. Mayer has been working the nearby Jersey towns this week and is getting his share of the Porto Rican cigar business; he reports an increasing demand for their panatela shaped brands.

Mr. Rinaldo, of Rinaldo Bros., San Francisco jobbers, while here this week, placed an order with the American & West Indies Trading Co. for one million of their Porto Rican cigars of the finer grade.

J. Oppenheimer, general representative of the Independent American Cigar Co., reports an exceptionally large sale on their St. Regis and Carlos Murias brands. The cigars are placed in all the leading hostelries, cafes and cigar stands and duplicates are coming in so swiftly that the concern has to employ a night force to cope with the orders.

The Keystone Novelty Co., importers and dealers in cigar bands and plates for decorative purposes with offices at 113 Maiden Lane, reports a steadily, increasing business due to the popular fad. They make a specialty of putting up cigar bands with center pieces that retail at 10, 15, 25, and 50 cents a package, each containing fine imported cigar bands from all parts of the world. A new edition will be out in a few days representing all the world's popular authors. This concern numbers among its best customers such firms as the "Fair" of Chicago, Seigel Cooper Co., and many of the 5 and 10 cent stores.

I. Dankowitz, Pearl street leaf dealer, since his removal has largely increased his business. He makes a specialty of handling Havana wrappers and factory vegas, and has among his customers many of our large uptown cigar manufacturers.

We're Tobacco Doctors We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Havanallin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Havana Tobacco Ferment
Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.
You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the Pure leaf for your cigars.
Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and gums.
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the Pure Leaf and Best Part of it.
It gives a thoroughly clean leaf.
Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works
EDWIN G. ECKERT, Proprietor J. L. HOLLAND, York, Pa., Special Representative
HANOVER, PENNA.

L. J. Callanan, 41 and 43 Vesey street, has issued a neat pamphlet in connection with his cigar business. Callanan's No. 43 and Monogram in many sizes are his leaders. All the popular brands of imported cigars are always on hand.

Joseph Friedman, leaf dealer at 128 Water street, is working up an enviable trade, he has had a lifetime experience in the leaf line and has the reputation of knowing it from A to Z.

The La Varossa Cigar Factory, at 233 and 235 Pearl street, reports a big improvement in business for the past month. The leading brands are La Gima and La Arrogancia both clear Havana. These goods are for sale at all of our leading retailers and duplicate nicely. Ed. J. Lubovitz, secretary of the concern, contemplates making a trip to the West in the near future to get a few good jobbers in that territory to handle these brands.

T. Klein, cigar manufacturer, has a good retail trade at his store on East 138th street; he sells all the cigars over the counter that his three cigarmakers turn out. His leading brands are El Casa Real a nickel cigar and La Tribunal a ten center, and they seem to meet with the approval of his many customers.

Chas. W. Schlenoff, 229 Willis avenue, does a wholesale business in connection with his retail trade. He makes leaders of the El Principe de Gales clear Havanas and Ivy and Cromwell, two nickel brands. The new Tunis Turkish cigarettes are taking well with his many customers. In the smoking mixture line Mt. Cristo Slabs is a good seller.

NEW JERSEY NOTES

J. S. Bernstein has resigned as New Jersey representative of the Globe Tobacco Co., Detroit, and has joined the selling force of Newman Bros., the Newark wholesale tobacconists.

A. Feder, 51 Montgomery street, Jersey City, has worked up considerable retail trade on Jersey Lily, a Sumatra wrapped 5 cent cigar.

The P. Lorrilard Co., the Jersey City plant of the American Tobacco Co., will remove shortly to Marion Station owing to the property having been purchased by the Pennsylvania Railroad Co. to be used as a subway terminal.

A corps of salesmen of the American Tobacco Co. have been working New Jersey this week on the Murad deal in conjunction with Lone Jack tobacco.

Newman Bros., Newark, N. J., inform me they will shortly place with the trade a private brand of their own, bright Virginia filler tobacco cigarettes something similar to Recruits; the name will be Virginettes. In cigars Newman Bros.' No. 17 an invincible shape, 5 cent cigar, and Lord Cardiff, a londres grand 10 cent cigar, are being manufactured for them by a large manufacturer here.

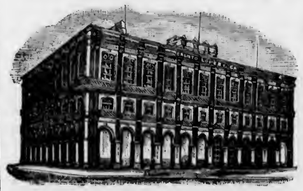
Jacobowitz Bros., of Jersey City, have been featuring Seidenberg's After Dinner cigar, at four for a quarter; this firm has just added to its stock A. M. Pacholder & Co.'s Cuban Q. T. that retail at 10 for 10 cents.

B. Rosenblum & Co., 96 Montgomery street, have two of the best paying cigar stores in Jersey City. El Rigodon of Durlach Bros., and El Provisto and Awitco of the American & West Indies Trading Co., are their leading brands in Porto Rican cigars. Golden Dude cigar and Golden Dude Havana clippings also enjoy a large sale at this establishment.

A new concern incorporated the past week is that of the Steinberg & Steiner Cigar Co., 73 and 75 Bridge street, Paterson, N. J. Capitalized at $5,000. Directors: I. C. Rosenthal, Fred Fleishman and Jas. H. Huntoon.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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In all countries of the Postal Union, $2.00 per year, postage prepaid.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, FEBRUARY 7, 1906.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE CONSUMER SHOULD PONY UP HIS SHARE.

There is no law which makes the price of certain brands of cigars five cents apiece to the consumer, others ten cents apiece, and so on. There is nothing arbitrary about it, but it seems to be true that when once the price of the single cigar has been designated it cannot be changed, no matter what happens.

It is curious that this should be so for there are a hundred and one other commodities that fluctuate easily with far less excuse. There are other commodities right in the trade that do. Take smoking tobacco, or stogies for example. If the price is not raised on the tobacco the packages in which it is put up are made smaller; instead of four stogies, perhaps, for a nickel, three are given. Yet a five cent cigar must apparently always remain a five cent cigar and can be reduced in size only at risk. But if the consumer were made to pay six cents when the cost of manufacture became higher there would be immediate and unbelievable relief.

Consider the present situation. Prices for any kind of leaf are very high, much higher than they have been for a long time, and as a rule, manufacturers are glad to get what they can in order to continue their factories. The leaf dealers have paid big prices for what stock they have and must get their money back before consenting to sell.

If this isn't trouble enough for the manufacturer, he is compelled to face a considerable increase in the price of cedar. The box people are not in business for the love of it and they demand more money for their product to cover increased cost.

And finally, the independent manufacturer is up against greater and keener competition than ever before, and must advertise and keep his men on the road if he would stay in sight. He knows if he lies down and waits for better times he'll be forgotten in a flash.

So he wearily puzzles around his laboratory and pores over his books for the thousandth time trying to see some way out of it.

If he has a line of brands that are in good demand he can raise his price to the jobber who in that case is likely to stand for the increase. But the jobber's margin is tiny enough these days and he figures about getting a better price from the retailer. There is where the hitch comes.

The retailer has manifold troubles of his own and if he pays more for a brand than he has been paying, it will represent so much dead loss. He can't shove the extra cost on to his customer; he must shoulder it himself. So if he believes he can get along without it, he cuts the brand out of his stock.

There doesn't seem to be any help for it while competition is so ruthless. No retailer can be found who is willing to raise the price on his cigars to six cents while a block away another dealer is selling them at the old price. And the price to the consumer is not the jobber's funeral. As long as he can make a living by handling certain brands he will handle them; as soon as he ceases to be able to he will stop handling them. He will go out of the cigar business sooner than lose money in order to stay in it.

The manufacturer continues his efforts to turn out a smokable cigar and sell it to the jobber at a price that will give him something above cost. He would like to see the consumer pay more for his cigars, for the reason that he would thus be enabled to maintain the standard of quality, but he is not going to be foolish enough to stipulate that his brands shall be sold only at an increased price while other manufacturers continue on the same old basis. Such an action would at once bring his business to a standstill. He would be an unsung martyr.

So the situation is what it is, and what it is likely to continue to be. Unlike other commodities, increased cost of cigar manufacture, no matter how great, need cause no worry to the consumer. While his palate and olfactory sense might suffer if they were unusually acute, the discomfort would be slight.

If the trust controlled the majority of the principal brands of cigars in the country it could without difficulty force the consumer to pay his share of occasional added cost of manufacture. If there were an association of manuufacturers controlling a majority of the brands, they could do the same thing; and it is not likely they would try to abuse the privilege for there would always be too many independents springing up ready to sell cigars at a fair price. And a smoker's loyalty to one brand is not very deep.

Such a condition is far off, however, and while the time may come when matters will be properly adjusted, it will not be while the trend of the cigar manufacturing business is as it now is.

Philadelphia Tobacco Trade.

Retailers continued to do a fair business during the week, and there is little to be said about this branch of the trade. Traveling salesmen and jobbers say that the dealers are inclined to buy a trifle more freely, which of course is a good sign. Monday and Tuesday of this week were not so good on account of the cold snap, which when it is sudden, usually has a temporarily depressing effect.

There is nothing fresh in the manufacturing situation. Orders are satisfactorily plentiful and keep most of the factories running full time. There is much guessing on the leaf situation, and it is probable that before a great while the manufacturer will simply have to soak up the price on the jobber and let the latter push the difference along further if he is able. The reports from the men who are out on the road are for the most part encouraging.

Whatever was offered in the leaf market during the week was eagerly picked up at good prices. No dealer or broker who has it to sell, is having any difficulty in selling leaf if a fair price can be agreed on. Collections are not the most speedy but will doubtless improve before long. All the traveling men seem to be getting very good prices.

General Emilio Nunez, of the Loeb-Nunez Havana Co., has been in Philadelphia for some days. General Nunez is much pleased with the amount of business done by this firm last year.

Harry Bremer, of Lewis Bremer Sons, has been away for some days on a business trip to Connecticut.

John N. Kolb, of Theobald Oppenheimer Co., has found another trip to Cuba necessary, and will remain there some little while.

There has been some talk around town of another Philadelphia tobacco show, to be held by members of the trade. No names can be given at this time, because nothing has really been decided on and the progenitors are only considering it.

Charles E. Crawford and L. F. Miller, of Dohan & Taitt, have returned from Cuba where they spent some time picking up choice Havana for the customers of this firm. The two had no easy time getting what they wanted and had to pay steep prices for every thing bought.

H. J. Miller, representing Weisert Bros., has just completed a hard-working trip up the State and reports that he did very well, especially on his new brand of Solo plug.

There is some talk of tearing down the building on Arch street, in the spring, the first floor of which is occupied by W. Dittenhoefer, leaf dealer. In that case Mr. Dittenhoefer would have to seek other quarters but nothing definite has been decided yet.

The extensive purchases of leaf which Julius Vetterlein made in Wisconsin some months ago are now being packed under the supervision of Mr. Vetterlein's sons, Harry and Herman, who are both in Wisconsin.

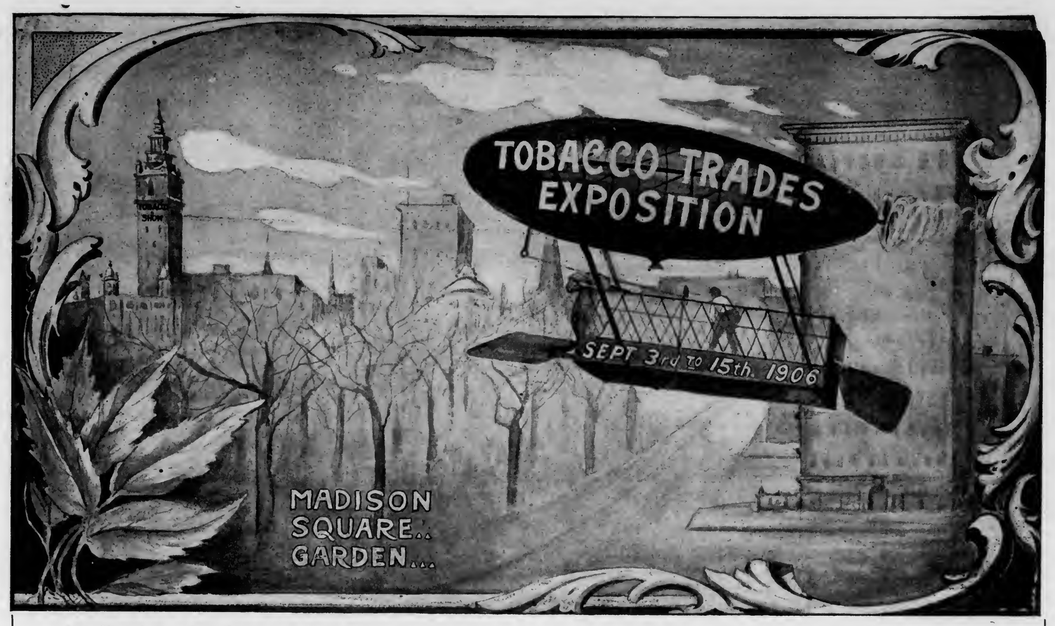
Frank Toppin, who has successfully managed the United News Company's offices at Thirteenth and Filbert streets, for a long time, has resigned that position, and taken charge of the Philadelphia department of the Theobald & Oppeheimer Co. He will be succeeded by E. E. Hopper. The goods of the Theobald & Oppenheimer Co. will be strenuouusly pushed on the local market, and it is undertood that a new $35 brand will soon be introduced. Mr. Toppin was given a banquet on Saturday evening by a number of his friends, to commemorate his change of position.

Joseph Comber, the manager of the El Draco Manufactuuring Co., has not been in his accustomed good health lately, but fortunately is suffering from nothing serious.

Goldsmith & Arndt, distributors of the Tom Keene cigar in this neighborhood, and also of the El Provedo Co.'s goods, have taken over the store under the Press Building at Seventh and Chestnut streets. There is little doubt that in these energetic hands, the stand will now be a well paying venture. It was when Harry Ertel owned it, and was not when run by Hancock & Adams, only because of mismanagement. The latest tenant, Leo Arens, was seriously handicapped by ill health, and at last was forced to give it up.

E. J. Wallis, of the M. J. Dalton Co., accompanied by his wife sailed for Havana on Saturday, where he will remain some time. When in Philadelphia Mr. Wallis is to be seen at the Thirteenth and Chestnut streets store which is conducted practically under his able management.

Creditors of the Loeb-Creagh Havana Company, a concern which was declared bankrupt in August of last year, have preferred charges which led to the holding of Solomon Loeb, the president, and Miss Elene Davis, a bookkeeper, in bail by Magistrate Gallagher. Two New York creditors, Joseph G. Mayer, of 193 Pearl street, and Max Meyer, of 169 Water street; J. S. Batroff, a local tobacco man, and Meyer Goldsmith, an expert accountant, were the chief witnesses called in behalf of the prosecution, for which former Assistant District Attorney Owen Roberts appeared. A. S. L. Shields represented the defendants. Mr. Shields declared that the prosecution had made out absolutely no case, but the magistrate said he would let the courts decide.



Applications for Space are Coming in Rapidly. Plans and Blank Contracts Mailed on Request.

Tobacco Trades Exposition Co.....Flatiron Building, New York.

YORK TOBACCO MAN TO BE MARRIED.

R. M. Granat, the popular junior member of the firm of Gillen & Granat, of York, announced to his friends at a dinner at the Mercantile Club on Saturday night his engagement and approaching wedding to Miss Rose Herz, of York. Bob is in New York this week selecting the ring together with other things necessary for the event.

TOBACCO SCARCE IN NEW YORK.

No Use for Buyers to Visit Growing Sections for a Year

Elmira, N. Y., Feb. 4.

The same situation is present here which is reported from other tobacco growing sections and it does not look very well for the future. There is little leaf in sight and prices are away above normal. An agent in Cato, writing to a New York firm looking for tobacco, wrote the other day as follows:

"I have to inform you that the entire lot of goods out of which expected to get the export stuff has been sold in the bundle, so the party is not going to assort. The lot was sold to S. L. Johns, of Hanover, Pa., at full market price, I undertsand.

"Never was the tobacco in this section picked up as clean as it is now. Buyers seem to have been very hungry for some of it at some price. Raising the ante right along until the grower gets his price. I do not at present know of a lot, nor do I expect to hear of anything in a year or eighteen months. Should anything come to light that I think you might be interested in, will advise you, but I think that it will be almost a waste of time for anyone to run around through this section after tobacco for the next year."

NO CIGARETTES IN MARYLAND.

The State Senate of Maryland has passed a bill imposing a penalty of $25 for the first offense and $100 for the second upon any person who sells, barters, gives away or in any manner disposes of any cigarettes in the State of Maryland. The house of delegates has yet to pass upon the bill.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

POSITION wanted by a cigar manufacturer of eight years' experience. Can take entire charge of a factory. Address EXPERIENCE, Box 70, care of Tobacco World, Philadelphia. 2-7-h

WANTED TO BUY—A second-hand Scrap Cutting Machine, in good condition. Address Box 69, care of Tobacco World, Philadelphia. c

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

Columbia Straight
A FULL HAVANA
FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Retail Trade Direct Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. Clarksville, Tenn.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street, Manufacturers of Cigars FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SON'S
MANUFACTURERS OF High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

GOOD WEEK HAD BOSTON.

The Little Bunch of Winter Apparently Stimulated Trade.

Boston, Mass., Feb. 4.

The week in the cigar and tobacco trade was a good one, taken as a whole, and two or three days of it were the best this year. This was also particularly true of the surrounding towns. We had a good sample the last few days of winter and in going around I noticed that the majority of show windows were frozen up so that nothing was visible from the outside.

The cigar manufacturers are still working in full force and the demand for cigarmakers is plenty.

The visiting salesmen were many but few departed with satisfactory business, many of the dealers resolving that until the first of March, they will buy only what is in constant demand.

Jaynes & Co., our largest retail druggists, have just received the official show case of the National Cigar Stands Co. It is a very handsome case made with heavy plate glass with an arch in the center N. C. S. C.

M. Fiegenberg, recently connected with S. Rabinowich, has opened a store at 1965 Washington street.

Van Buskirk & Bruce have removed from their Chatham street store to more spacious quarters at 144 State street, where they will in the future be in a better position to accommodate their many customers. Their Van Ponies and Van Smokers are reported as selling nicely.

Henry Seigel & Co., who recently opened a department store and cigar stand, have given up the cigar department and will use the space that was given to the cigars to a better advantage.

Fred Smith is in this city working for the interests of the Globe Tobacco Co.'s brands.

It is surprising, in going among the retail trade to notice that means various retailers resort to, (outside of their regular business) to earn a comfortable livelihood. Some sell newspapers and magazines, others coal and wood, and many other things. It is for the purpose of illustrating to you the business of one retailer in particular that I call your attention to and he beats them all. I have been calling on him twice weekly for the past year and at various intervals have found him interested in new lines. If he were to print a business card explaining the various lines he is interested in, you would almost class him with the Rockefellers. In the first place he has the sole agency for the Columbia Phonograph in that town, publishes souvenir postal cards, is the leader of a brass band, sells and gives lessons on the cornet, tunes pianos, takes orders for coal and wood and last but not least is a life and fire insurance agent. His rent is very small and his expense is about the same, so there is no logical reason why he cannot freeze out the Morgans, Carnegie, in a short while, but from this writing he is a long way off that point.

The members of Cigarmakers' Union 97, have issued through their officers a signed statement explanatory of the position they have taken in the Philippine tariff bill now in Congress.

Brief mention was made to Mayor Fitzgerald, which resulted in his sending, in their name, the telegram to Washington saying that they were opposed to the measure. The statement then goes on with an extensive review of conditions in America, as opposed to those of the Philippines, so far as the work of making cigars is concerned. The local cigarmakers allege that they cannot compete with Oriental labor in this line of industry, and that they are asking that the bill be opposed as a matter of protection to themselves.

Hy. Hain was in town this week calling on the trade, selling the Julia Marlowe.

William Winigar, of South Braintree, was in town this week and did considerable buying. He has added the Franklin Smokers to his stock, a nickel piece of goods of the Alfonette Cigar Co.

J. M. Farren, traveling salesman of the firm of Joseph F. McGreenery, makers of the Poet and Marksman cigars, is in Boston calling on the trade. The steady sale of the Marksman is the result of many months of hard work and salesmanship by Mr. Farren, and he tells me that the Poet is gaining daily and that by fall will be Boston's leader as a 10 cent cigar. The advertising on the Poet is both neat and expensive. ALEO.

PLANS FOR THE EXPOSITION.

Affair Will Rank Among the Most Interesting Industrial Exhibits.

Much interest has already been manifested by manufacturers and dealers in cigars and tobacco, and by growers of leaf tobacco, in the United States, Cuba and Porto Rico, in the Tobacco Trades Exposition to be held in Madison Square Garden, New York, next September.

One of the strongest features of the Exposition, and one which will be decidedly educational, is a progressive display of tobacco from the several tobacco growing districts of the United States and the islands, showing the weed in various stages of cultivation, and also how it is housed and cured before reaching the hands of the packers and manufacturers.

The Exposition Company will award, through a jury, medals of gold, silver and bronze for the best showing of tobacco in this exhibit; also for the relative merits of the several kinds of cured leaf.

Applications are already at hand for entrance in this branch of the Exposition from Cuba and Porto Rico, and these contestants will show how the leaf is handled in the tropics, together with dwellings of the natives, and the present day cigar factories.

No effort will be spared by the Exposition Company to make this an epoch-marking affair. All conveniences will be provided exhibitors and the general visiting public. Provision has also been made for the designing and building of the booths, which work is in charge of M. Bloom, a New York architect.

SAN FELICE 5c CIGAR FOR GENTLEMEN OF GOOD TASTE DEISEL-WEMMER CO. MAKERS LIMA, O.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

Trade-Mark Register.

WILKES BARRE JUBILEE, 1906. 15,015.
For cigars. Registered January 16, 1906, at 4 p. m., by A. J. Leniger, Danville, Pa.

THE RIDGE. 15,016.
For cigars, cigarettes, cheroots, stogies and smoking tobacco. Registered January 17, 1906, at 6 p. m, by Keystone Cigar Stores Co, Philadelphia.

HAPORT. 15,017.
For cigars, cigarettes, cheroots and stogies. Registered January 17, 1906, at 6 p. m, by Keystone Cigar Stores Co., Philadelphia.

NOWRY—THE PEOPLE'S CHOICE. 15,018.
For cigars. Registered January 20, 1906, at 9 a. m, by Weiner Brothers, Philadelphia.

VALLEY GREEN. 15,019.
For cigars. Registered January 22, 1906, at 11 a. m., by L. Steifel & Co., Philadelphia.

L. STEIFEL & CO, 76. 15,020.
For cigars. Registered January 22, 1906, at 11 a. m., by L. Steifel & Co., Philadelphia.

THREE CHIEFS. 15,021.
For cigars, cheroots and stogies. Registered January 23, 1906, at 6 p. m., by J. M. Ritchie, Connellsville, Pa.

CHOP CUT. 15,022.
For cigars, cheroots, stogies and smoking and chewing tobacco. Registered January 23, 1906, at 6 p. m., by Frank A. Donnelly, Wilkes-Barre, Pa.

JOE BOWEN. 15,023.
A Re registry for cigars, on January 24, 1906, at 4 p. m., by J H. Bekerman, Louisiana, Mo.

LADY DE ROE. 15,024.
For cigars. Registered January 26, 1906, at 3 p. m., by John A. Schmidt, Cincinnati, O.

SPANISH SPLINTS. 15,025.
For cigars, cigarettes, cheroots and stogies. Registered February 2, 1906, at 4 p m., by B. F. Cills, Philada.

CASTO. 15,026.
For cigars. Registered February 2, 1906, at 4 p. m., by Henry Heymann's Sons, Sinking Spring, Pa.

LEADORA. 15,027.
For cigars. Registered February 3, 1906, at 9 a. m., by B. Lubar, Philada

WORKINGMAN'S CHOICE. 15,028
For cigars. Registered February 3, 1906, at 9 a. m., by J. Albright & Bro, Lancaster, Pa. Used since 1899

LAWYER'S DAISY. 15,029.
For cigars. Registered February 3 1906, at 9 a. m., by J. Albright & Bro, Lancaster, Pa. Used since 1886.

FIVE QUEEN. 15,030.
For cigars. Registered February 3. 1906, at 9 a. m., by J. Albright & Bro., Lancaster, Pa. Used since 1891

HONEST JOE. 15,031
For cigars. Registered February 3, 1906, at 9 a. m., by J. Albright & Bro., Lancaster, Pa. Used since 1902

LARICA HOJA. 15,032.
For cigars. Registered February 3, 1906, at 9 a. m., by Geo. H. Hankey, York, Pa.

EL BUEN TONO. 15,033.
For cigars. Registered February 3. 1906, at 9 a. m., by Geo. H. Hankey, York, Pa.

LOS AZTECAS. 15,034.
For cigars. Registered February 3, 1906, at 9 a. m., by Geo. H. Hankey, York, Pa.

EL PORVENIR. 15,035.
For cigars. Registered February 3, 1906, at 9 a. m., by Geo. H. Hankey, York, Pa.

SWISHER. 15,036.
For cigars. Registered February 5, 1906, at 12 m., by H. J. Fleischhauer, Philadelphia.

QUALINO. 15,037.
For cigars. Registered February 5, 1906, at 12 m., by H. J. Fleischhauer, Philadelphia.

EL MOSQUITO. 15,038.
For cigars. Registered February 5, 1906, at 4 p. m., by Frau & Pena, Philadelphia.

DAVID BARE. 15,039.
For cigars. Registered February 5, 1906, at 4 p. m., by J. E. Sherts & Co., Lancaster, Pa.

UNION ISSUE. 15,040.
For smoking tobacco. Registered February 5, 1906, at 4 p. m., by Gustav Kiel, New Albany, Ind.

JERSEY LILAC. 15,041.
For cigars, cigarettes and cheroots. Registered February 5, 1906, at 4 p. m., by A. Feder, Jersey City, N. J.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market.
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
F. B. ROBERTSON, Factory Representative, 1004 Ridge Ave., Philadelphia.
of Baltimore, Md.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 111 RANDOLPH ST. BRANCHES SAN FRANCISCO 511 BRANNAN ST.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelph Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

H. S. Harlman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

SEVEN-SIXTEEN-THIRTY (7-16 30). 15,042.

For cigars, cheroots and cigarettes. Registered February 5, 1906, at 4 p. m., by A. Feder, Jersey City, N. J.

COLONIAL KING. 15,043.

For cigars. Registered February 6, 1906, at 9 a. m., by Kauffman Bros., Lancaster, Pa.

THE BEST SCRAP. 15,044.

For chewing and smoking tobacco. Registered February 7, 1906, at 9 a. m., by Axe Bros., York, Pa.

REJECTED.

Marshall Field, Keystone, Peace Treaty, Monticello, John Adams, Sweet Content, Utopia, Union Gentleman, Martello, Havana Queen, Niagara, Scrap, Bismark, Nemo, Nagrada, Domino, Arista, Majestic, Our Own, Leo, Gem, Garcia, Emineto, Contento, Critic, Girard Excellento, Pert, Campo, Owl, Bull Frog, Golden Eagle.

BUTLER & BOSHER TO CLOSE.

Richmond Branch of the Trust Will Be Merged With Other Concern.

Richmond, Va., Feb. 6.

Probably before the end of February the factory of the Butler & Bosher Co., at Twentieth and Grace streets, will close and the machinery, etc., removed to the P. H. Mayo plant of the American Tobacco Co., of which Butler & Bosher are also a subsidiary. The business will be continued under new management but the office and factory force will also be transferred.

Among the changes will be the retirement of A. St. Clair Butler, president of the company, who has been in the tobacco business for thirty-five years and head of the present firm since 1882. The business was absorbed by the American Tobacco Co., three or four years ago and since that time has been awarded a number of contracts to supply the U. S. Navy with tobaccco. There is plenty of room in the Mayo plant for the change and Edward Mayo and John Hayes will have charge of the entire factory.

READY TO GROW SUMATRA.

Government About to Try it at Several Points In Georgia.

Gainsville, Ga., Feb. 6.

After visiting a number of points in the district with two tobacco culture experts Congressman Bell has arranged for experiments to be made with Sumatra tobacco in Hall, Gwinnett, Cherokee and White counties. These experiments will be paid for by the United States government and the experts believe will be successful. The soil appears to be suited for the successful growth of Sumatra tobacco. The experts will keep in touch with the work so that a fair test may be obtained.

Congressman Bell also desires to have individual tests made in every county in the district, by good farmers with the best varieties of Sumatra, Havana and Cuba tobacco, the seed of which will be furnished free to all who wish them upon application to Mr. Bell. The Congressman will make a test himself on a lot of his in the city, Judge Winburn and Expert Shamel preparing the ground for same.

BIG BOOM IN JANESVILLE.

Janesville, Wis., Feb. 6.

Janesville is having a regular old-time boom in the tobacco line. Warehouses are running full handed and dealers report prosperity as a result of the eagerness of Eastern buyers to secure all the tobacco they can, almost regardless of price. There are probably 750 girls employed in the different warehouses in the city and there is work for a good many more.

CRUMP BROS. BUY CIGAR FACTORY

Crump Bros., leaf tobacco firm, of Chicago, have bought the cigar factory of the late Rinehart Weber, in Morris street, known as the Compeer Cigar Factory. A stock company will be organized with a capital of $100,000. The company says it will employ over 100 union cigarmakers, and make this the largest union cigar factory in the State.

EAGER BUYING IN CONNECTICUT.

New York and Boston tobacco buyers have visited East Hartford and South Windsor, Conn., and purchased a large part of the 1905 crop of broad leaf tobaccon. Prices ranged from 20 to 30 cents and some reported receiving 35 cents. Hail cut tobacco brought 10 cents in South Windsor, and there is a demand for low grade sweated tobacco for five cents per pound.

With Manufacturers and Jobbers.

Steinberg & Steiner Cigar Co., Nos. 73-75 Bridge street, Paterson, N. J.; manufacture cigars, tobacco, cigarettes and smokers' articles and supplies; capital, $5,000. Incorporators: Isaiah C. Rosenthal, Frederick Fleischman and James H. Huntoon, as above.

The Brown-Williamson Tobacco Co., of Winston-Salem, has been incorporated wth a capital of $1,000,000, by George T. Brown and others.

The Havana Cigar Co., of Spokane, Wash., has been incorporated by A. Phillips and others with a capital of $2,000.

THE DANVILLE MARKET.

Danville, Va., Feb. 6.

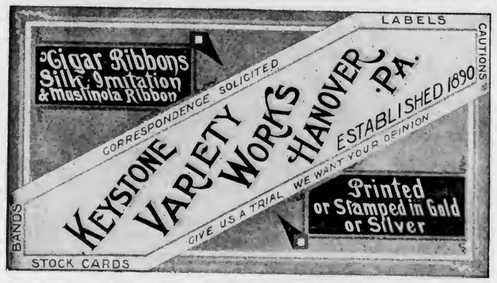
It is estimated that there is less than 40 per cent of the old belt crop now in farmers' hands. Sales for the month of January amounted to 5,350,242 pounds for $518,566.75. For the corresponding month last year they were 3,157,756 pounds for $293,966.07. Prices are decidedly firm on all grades and show continuously slight but steady advances.

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
EDW. M. BRASH,
Sec'y & Treas.
Main Office:
Lancaster, Pa.
GEO. J. DILLER, General Distributor for Central Pennsylvania.

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

YORK MFRS. CAN'T FILL ORDERS.

Best January for a Long Time, and the Boom is Expected to Last

York, Pa., Feb. 5, 1906.

The trade is in a fairly satisfactory condition at present, and in fact some of the country manufacturers report their inability to fill orders as promptly as they would like to be able to do. At any rate the month of January was an exceptional one and far better than any January for some years. This is most encouraging to the trade and will undoubtedly have a beneficial effect here for some time to come. The leaf dealers are not in quite so happy a mood as the manufacturers, and what is causing them some uneasiness is the fact that a more abundant supply of leaf tobacco is not in sight, and what makes a bad matter even worse there does not seem to be any prospect of early relief. Of course it is bound to affect them quite as much in a short time, except those certain few who perhaps had the foresight and the money to enable them to lay in a sufficient stock to run them for a good while. It is perhaps for this reason that so many are at present jubilant with the good trade that is coming their way just now.

About all of the York factories have been working unremittingly since New Year, and with a good many there has been a demand for higher priced goods than formerly which is certainly encouraging to the manufacturers here who have heretofore perhaps not been so fortunate in getting orders for the finer goods. And yet those manufacturers who have for years been devoting their energies to the production of high grade goods are also getting a full share of orders showing that there is a growing demand for more and more of the higher grade goods.

Warren Beck & Bro. are running exclusively on five and ten cent goods and their business has been expanding steadily

Geo. A. Kohler & Co.'s York factory is turning out large quantities of the Nat Wills five cent cigars which they made one of their leaders last year.

Leaf tobacco salesmen have been here lately in large numbers, but the volume of their business was limited to the stocks they had to offer at this time.

The down county manufacturers are still imbued with a progressive spirit. J. Fred. Holtzinger, of Holtzinger & Seitz, recently purchased a plot of ground in Red Lion on which he expects soon to erect a new factory building for the use of his firm.

B. F. Zarfos, also of Red Lion, has installed a new elevator in his factory.

Through the efforts of Congressman D. F. Lafean and others each and every tobacco grower in York and Adams counties may now obtain free from the national agriculture department sufficient selected seed, adapted to the peculiarities of his soil, to plant from three to five acres of land.

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

This Building For Rent.

Located at Stevens, Lancaster county, Pa Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna. 1-10-t

COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.
Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

PACKERS RECEIVING NEW GOODS.

Lancaster Streets Lined with Teams Delivering Tobacco.

Lancaster, Pa. Feb. 5, 1906.

Trade in old leaf tobacco is light, but the packers are quite busy receiving new goods. In fact last week was a record breaker in delivery by farmers, and every warehouse in the city was busy taking the leaf. Wagon load after wagon load came into town until the streets were at times literally lined with teams laden with tobacco. The present cold spell is, however, likely to retard this work until more moist weather again sets in.

The cigar industry in general is good and only an occasional complaint is heard, but that is not the least surprising to thinking persons.

such are always to be found.

Kauffman Bros. have again begun the manufacture of cigars at their old place of business at 38 Laurel street. They have just adopted a new label under the title of Colonial King and after making up a line of samples they will begin to push vigorously for new trade.

J. G. Shirk, a prominent local jobber is expecting to move into his new building about March 1st, and is already making preparations to issue a fine catalogue descriptive of his products and his improved facilities for handling his rapidly increasing business. It will be beautifully gotten up and extensively circulated among wholesale and retail dealers. Since Mr. Shirk has taken the general selling agency of the Lew Morris five cent cigar, its sales have more than doubled.

Business with E. F. Law has undergone considerable of a change during the past year, during which time his trade has been running almost wholly on high grade goods of the nickel and seed and Havana variety. In addition to that the trade has been extended to more distant points.

John H. Weaver, for some years engaged in the cigar manufacturing business at New Holland, has given up his factory at that place and removed to Blue Ball, about two miles distant, where it is said a local company is to be formed for manufacturing, of which Mr. Weaver is to be manager.

N. P. STRAUSS DEAD.

N. P. Strauss, well known to tobacco dealers and to many growers in the vicinity, died at his home in Madison, Wis., of consumption, with which he had been suffering for some time. Mr. Strauss was state agent for the American Cigar Co., and was formerly a resident of Andersonville, N. C., famous for its prison pen during the Civil war.

—The tobacco plant of R. T. Martin, at Hopkinsville, Ky., was sold to J. H. Eggleton at public auction for $6,100.

—The American Cigar Company has closed a deal for a tract of several acres in Edgemont, O., and will build a large cigar factory there within the next six months.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

A few days ago, having time and inclination, I visited the shop of Meyer & Mendelssohn, at North Hatfield, and spent some time around the sorters' benches, examining several piles of tobacco as it was being assorted, noting colors and qualities. I was impressed with the absence of what is commonly called light leaf. The piles of dark were large, the medium not quite so large, and the smallest were the piles of light wrappers, and this to my mind was not of first class goods, as is usually the case in ordinary years. The best quality was to be found in the medium, and the dark showed some good points. The cause of the light not being up to the standard is that many of the leaves show some discoloration from pole sweat. Apparently the light goods suffered most from pole burn. Being of a thinner texture they were more easily spoiled by the moisture which forms upon the leaf, and the leaf, being thin, has less chance to hold its fibre in an undamaged condition, so that when it does eventually dry off, it shows the discoloration to a greater extent than do the thicker and darker leaves. But still the damage may not be any greater to the light leaf than is really to be found in the dark leaf under close inspection. Many of the darker leaves show the damaged spots when examined closely. But on the whole, the crop is showing up fully as well as any one expected after hearing the first reports of so much of it being pole sweat. I learned something of the scarcity of

ARE YOU USING
Typewritten Circular Letters?

WE mean those which are repeated to a large number of people, exact imitation of original Typewritten Letters.

Our Process turns out the Most Perfect Letters, the neatest letters you ever saw. Before you place your next order for Typewritten Letters, get our prices and let us mail you samples of our work or send a representative to tell you all about it.

Our modern plant enables us to turn out your work promptly on the day we promise it.

We give the same careful attention to a small order for one hundred or five hundred letters as for one hundred thousand letters. We will do the folding, enclosing, addressing and mailing at lowest rates. Just drop us a line, or send word by telephone, and you will hear from us without delay.

We Pay Express Charges on All Work.

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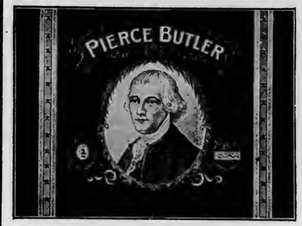
E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.



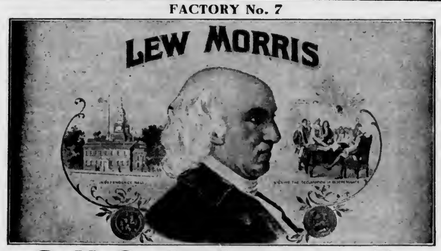
W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

FACTORY No. 7



G. H. Sachs, Lancaster, Pa.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

leaf during my visit: for seated on the floor were two men sorting over the sweepings of the room, which consisted of poor, short and torn leaves, saving the best and carrying them to the place provided for such stuff. The broken, badly torn leaves, and parts of leaves, are scraped up and boxed, and as one of the men said are sent across the water. I really believe this material may be exported.

Our correspondents write:

Hatfield, Mass.: "The tobacco crop is all sold and mostly delivered, with no trouble from cutting of prices A few have agreed to a reduction that was reasonable and prices have ranged from 5c in the bundle to 25c packed, mostly from 12 to 16c. Shops are busy assorting and help scarce. The American Tobacco Co. sent a large amount of tobacco from Connecticut to be packed in Hatfield."

Suffield, Ct.: "What little there is left of the 1905 crop of tobacco seems to be selling at good prices. Charles Williston sold his crop for 13½c, Mr. Parks received 17½c for a small crop, and I think the crop is pretty well bought up now."

North Hatfield, Mass.: "Considerable tobacco is being delivered to the warehouses in this vicinity. There are no sales to report, for there are very few lots left in first hands. Meyer & Mendelssohn have let out twenty tons to be assorted by Charles Waite, of Whately, fearing they could not get their packing out in season with the help they can work in their warehouse at North Hatfield."
—American Cultivator.

EDGERTON, WIS.

Packers are everywhere receiving the crop as fast as it is possible to care for it at storage points, and are yet unable to meet the demands of growers for immediate delivery The pressure of farmers to be first on the list is greater than ever before, and the large buyers are fairly swamped with bundle leaf and taxing the transportation facilities to warehouse points at some places beyond their limits. Something like 60 car loads have been received in this market from outlying points during the week.

John Soulman received 5 cars at Windsor last week. An 11 acre crop of S. E. Anderson brought him $2,151.90, and a 9 acre crop of Ole Westby brought $1,417.67, showing that some exceptionally good returns are being obtained.

One of the few lots of old leaf remaining in first hands in this section was marketed this week. The Hardwick Bros. sold 88cs of '01 to Geo. Decker at a price close to 15 cents marked. H. T. Sweeney sold 375 cs '04 to J. Marquset.

Warehouse handling in this market is now running smoothly, with an aggregate pay roll of about $10,000.

Shipments, 1,222cs.—Reporter.

ENGLISH TRUST BUYS LARGELY.

Purchases Kentucky Tobacco to the Amount of $250,000.

Louisville, Ky., Feb. 3.

The Imperial Tobacco Co., of England, purchased the big pool of Daviess county tobacco sold through the Louisville Tobacco Warehouse Company and the sale, which amounted to 2,270 hogsheads, brought no less than $250,000. The English company bought about two-thirds of the entire pool. The tobacco is being prepared for export and shipments will soon be made.

The fact that the English company is the purchaser of the tobacco is very satisfactory to the farmers, who composed the pool. The combine was formed for the purpose of defeating the alleged efforts of the American Tobacco Company or Continental Company, to force down the price of loose leaf tobacco. It was rumored at the time of the sale that the Continental Company was the purchaser, but the officials of the Louisville Tobacco Warehouse Company say that the Imperial Tobacco Company is the actual purchaser.

—Albert Kramer & Co. is the style of a new leaf firm in Shockoe Slip, Richmond, Va. Mr. Kramer has recently opened offices in the Shockoe building. He was formerly in the tobacco business in Durham, N. C.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
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WM. STEINER, SONS & CO.
Lithographers,
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BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S. OHMIT
W. E. KRAFT
East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

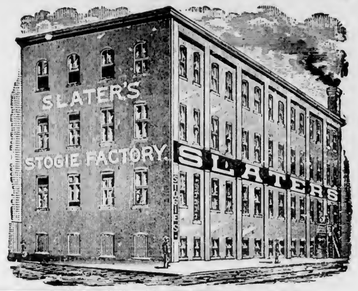
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



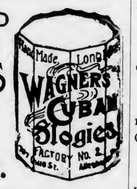
THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.



GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, &c.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

Business Changes, Fires, Etc.

Illinois

Champaign—George H. Lutz, cigar mfr., dead.

Chicago—Chas. Rosenblat, cigars and stationery, damaged by fire; insured.

Indiana

Fort Wayne—Fred. C. Braun, cigar mfr., chattel mtge. ——Gustave Oberwitte, cigar mfr., sold out.

Indianapolis—Harry S. Grant, cigars, sued.——Moebes & Smith, cigars and tobacco, sold out.——Rhinehart Weber, cigar mfr., dead.

Roann—M. C. Williams, cigars and barber; Williams & Mitchell succeed.

Massachusetts

Boston—A. Greenburg, cigars, tobacco, etc., chattel mtge., $434, discharged.

Minnesota

Duluth—Minnesota Cigar Box Co., not inc., succeeded by The Minnesota Cigar Box Co, inc.

Missouri

St. Louis—Chas. M. Lewis Cigar Co., mfrs., increased capital stock to $10,000.

New York

New York City—Jacob B. Cohen, mfr and retail cigars, advertised for sale.

Ohio

Dayton—Louis Chackeres & Co, cigars, chattel mtge., $923.

Pennsylvania

Erie—Adam E. Johannes, cigar mfr., execution, $1,200.

Pottsville—Estate of Frank Hause, wholesale and retail tobacco and cigars, succeeded by Frederick H. Hause——Charles S. Haeseler, mfr. and retail cigars, judgment, $197.

Virginia

Newport News—C. E. Cole & Co., wholesale and retail tobacco, incorporated as Cole Tobacco Co.

Washington

Seattle—H. F. Barnum, cigars, etc., chattel, mtge, $415.

Wisconsin

Edgerton—Jas. Wileman, cigars, etc., sold out.

PATENTS RELATING to TOBACCO, Etc

811,118 Cigarette machine; Frederick F. Anderson, New York City.

811,395 Fraud-preventing mechanism for cigar vending machines; John Heinrich, J. Schmidt and C. L. Etheridge, Kansas City, Mo.

811,396 Mechanism for feeding cigars in vending machines; John Heinrich, J. Schmidt and C. L. Etheridge, Kansas City, Mo.

811,071 Cigar branding machine; Bernard Liberman, Philadelphia, Pa.

810,979 Marking machine; Francis H. Richards, Hartford, Conn., assignor to American Cigar Co., New York City.

811,108 Wrapper support for cigar machines; Oluf Tyberg, assignor to International Cigar Machinery Co., New York City.

811,458 Automatic igniter for match boxes; Joseph S. Urban, assignor of one half to A. E. Niebling, Indianapolis, Ind.

MANY INTERESTING ARTICLES.

The February number of The Business Man's Magazine contains a discussion of the propriety and desirability of the practice followed by many American corporations of unloading excess stocks on foreign markets below cost, in order to maintain prices at home; Dr. Alfred S. Johnson, of "The Technical World," contributes an article on "Business Possibilities in Labrador," illustrated with photographs from his own negatives; "The Value of Bookkeeping," by E. D. Price, is the title of an interesting, illustrative, short story. Among valuable technical articles may be mentioned "Accounting System in the Logging Business," by W. P. Levack, C. A. Other articles in the Technical Department are devoted to the Business Systems of Cotton and Coffee Brokers, Shoe Manufacturers, Advertising Agencies, Laundries, Job Printing Offices, Accident Insurance, Consolidations of Corporations, etc. The credit man should read the contribution by H. A. Jeffries on the Aim, Scope, Progress and Prospects of Bulk Law Legislation. In the advertising department will be found articles on Contracting Disease from Advertisements; The Spread of the Mail-Order Idea; Advertising Plus Salesmanship. Other departments, such as Stenography, Graphology, Correct Dress for the Business Man, etc., are represented.

You Are Losing Money.
HOW?
Bad Accounts.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership Fees.
"Do-It-Yourself"
The "Do-It-Yourself" collection outfit is a system whereby you collect your bad accounts **Yourself**, and do it in the same way that it is done by Collection Agencies—only **Better**. WHY?
It is a better system; It is easier to operate; It keeps the accounts in **Your Own Hands**; It brings the money to **You**; It Saves Collection Agency Fees; It Saves Membership Fees; It Saves getting into the hands of unreliable agencies.
Price $1.00, Postpaid.
Each outfit contains everything necessary to collect fifty claims. **Money Refunded**, if on receipt you are not perfectly satisfied. **Order Today.**
United States Collection Agency,
152 Lake St. CHICAGO, U. S. A.
Agents wanted everywhere. Write for proposition.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

HAROLD FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

METAL EMBOSSED LABELS — METAL PRINTED LABELS
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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five
Banded

Distributors Wanted Everywhere

OUR WHOLESALE AND RETAIL STORE

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

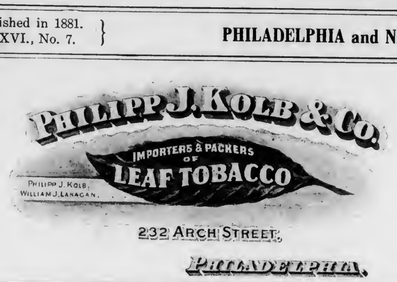
A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of **High Grade Cigars.**

No Salesmen. Communicate with Factory.

THE TOBACCO WORLD

Established in 1881. Vol. XXVI., No. 7. | PHILADELPHIA and NEW YORK, FEBRUARY 14, 1906. | One Dollar per Annum. Payable in Advance.



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1⅔ Ounces, Ten Cents.

A New Sliced Plug
An ideal smoke; equal to anything imported and superior to anything made in America.
For particulars and samples, write
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Richmond, Va.

Clear Havana
RUTHERFORD
Cigars

EL DRACO CIGAR MFG. CO., Philadelphia, Pa.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
Schroeder & Arguimbau
No. 178 Water Street
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WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
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Cigar Manufacturers
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CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

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Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.

MANETO CIGAR

GUMPERT BRO'S.
Manufacturers

114 N. 7th St.
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If there's a Sumatra wrapped cigar on the market as good as the **JOHN HAY,** frankly, we don't know it. Clear Vuelta filler—no combination. The finest workmanship. No wonder the **JOHN HAY** is the finest of its class. We'd be delighted to send you samples.

STEWART, NEWBURGER & CO.
Cigar Manufacturers,
29 North 4th St., Philadelphia.
Factories 206 and 212, First Rev. District, Pa.

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

IF YOU WANT to be in HAVANA
Smoke
CAMELA
5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

H. F. KOHLER
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Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
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Luxury,
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Seal Cigar Factory,
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(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

RIVAL BIDDING IN WISCONSIN.

United Cigar Manufacturers Beat Out the American Tobacco Co.

Janesville, Wis., Feb. 12.

Present indications are that in the contest for tobacco in Wisconsin this last year the United Cigar Manufacturers worsted the American Tobacco Co. by picking up considerable more acreage at much cheaper prices than their rivals. Owing to the uncertainty in the last few years of the Wisconsin crop, the American had no riders in the field, and consequently when the shortage in the crop elsewhere appeared, was forced to buy what it could at much advanced prices. It is said that the United Cigar Company bought its 6,000 acres all under 10 cents, while the American paid over 10 cents for all holdings and in some cases 15 and 16 cents. The 1904 crop is now entirely disposed of and all of the 1905 contracted for.

NEW CIGAR FACTORIES IN TAMPA.

The contract has been let for another large brick factory building in West Tampa. It is to be for the Erlich Manufacturing Company, which recently moved its base of operations from Key West to this city. The building will be a three-story structure, with every up-to-date appointment for the convenient handling of the large cigar-making business of the firm.

Still another big cigar manufacturing concern is looking around for a site in Tampa for the erection of a factory. Eugene Lillianfeld, of the firm of Lillianfeld Bros., of Chicago, has been here looking for a site, and has gone to the big Windy City to report to his firm that he has found a good location, and to urge the immediate removal of the plant to Tampa. The firm operates between 250 and 300 hands.

NASHVILLE TOBACCO WORKS WILL EXPAND.

Nashville, Tenn., Feb. 9.

The Nashville Tobacco Works will be considerably enlarged in the near future, arrangements to that end having already been completed. The company has issued stock for the surplus on hand and the directors of the company have filed an application for an amendment to the charter providing for an increase of the capital stock from $30,000 to $120,000. The officers of the company are: John H. Moore, President; B. F. Moore, Vice President, and G. A. Puryear, Secretary and Treasurer.

BIG CIGAR FACTORY IN BINGHAMTON

Hull, Grummond & Co., cigar manufacturers of Binghamton, N. Y., are about to commence the erection of a four-story block building which has become necessary on account of the company's growing business. The present factory has been working night and day for some time and meals have been served in the building. The new factory will be of brick or stone and will immediately adjoin the present plant.

CEDAR ADVANCING RAPIDLY.

Costs a Great Deal to Market the Necessary Timber.

Cincinnati, O., Feb. 11.

A rapidly increasing scarcity in the available supply of red cedar and the increased cost of bringing it to cigar manufacturing centers for commercial use has caused the price of cigar boxes to advance 25 per cent in the past few months.

The situation is felt keenly by the independent cigar manufacturers of this and other cities, who are obliged to compete with the American Cigar Company, and its labor-saving method of conducting operations nearest the source of supply.

At the offices of Samuel W. Trost, one of the largest cigar box lumber handlers of this section, the statement was made that the added cost was due to several reasons.

"Most of the cedar used for the manufacture of cigar boxes," said Mr. Trost, "comes from Cuba, Mexico and as far South as Central America. The home supply has long since been exhausted, and the supply from the gulf territory is being reduced rapidly along the waterways and railroads.

"In order to get to new timber the hauling or transporting must be from more remote interior points, which adds to the expense. This increase is said by the cigar manufacturers to be cutting in on their profits to a considerable extent."

Another man well known in the trade, made the following observations:

"The source of the trouble of the boxmaker is analogous to that of the cigar manufacturer—that is, the increased cost of raw material. The available supply of Southern red cedar has been greatly curtailed of late, while prices have advanced enormously.

"It is not so much that the forests have been depleted; there is still an abundance of cedar trees in Cuba and Mexico, but the difficulty of procuring it has been greatly increased.

"As things now are in Cuba the men who did the wood cutting can secure more profitable and pleasant employment on the sugar plantations. Thus it is necessary to pay the wood-cutter higher wages.

"Since the recent war the supply of bullocks for hauling the wood to shipping points has been diminished, while transportation facilities of a modern kind have not yet relieved the situation."

GLOBE TOBACCO COMPANY ELECTS OFFICERS.

At a meeting of the stockholders of the Globe Tobacco Co., of Detroit, Mich., held to-day, the following directors were elected for the ensuing year: Walter R. Hamper, R. Kempf, Wm. T. McGraw, Homer McGraw, A. C. Stellwagen, who then chose the following officers: Homer McGraw, President; R. Kempf, Vice President; Walter R. Hamper, Secretary, Treasurer and manager.

F. E. Fonseca & Co., of New York, have been incorporated with a capital of $100,000, by F. E. Fonseca, Pablo Yglesias and Walter Moffat.

CROP REPORTS MUST BE SECRET.

Bill Makes it a Crime to Give Information Prematurely.

Washington, D. C., Feb. 9.

The House took action yesterday on a measure to prevent officials and employes of the Government from divulging information on crop statistics prematurely, and making it criminal for such persons to speculate in products.

The bill was introduced by Representative Clayton, of Alabama, and was passed. It provides a penalty of $5,000 and ten years' imprisonment for the premature revelation of Government information which might have a bearing on the market price of commodities, the same penalty being provided against Government employes who speculate in commodities regarding which the Government furnishes statistics.

WILL SHIP TO MILWAUKEE.

Weight Decision on Leaf Duty Will Increase that City's Imports.

Milwaukee, Feb. 9.

If the decision of the court of appeals ordering the government to levy duties on tobaccos at the weight at which they leave a bonded warehouse is upheld, many Milwaukee tobacco importers will have their consignments shipped to this city and held in the bonded warehouse in the basement of the government building. On account of the great shrinkage and the government's persistence in levying the tax on the weight when shipments were entered, many dealers and manufacturers stored their tobacco in ports where better facilities against shrinkage existed. Tobacco is among the principal articles imported at the Milwaukee port and receipts will show a heavy increase as soon as the decision is affirmed. Collector Devos has spent considerable money to keep the warehouse in the government building in good condition but in vain.

KINDLY FURNISH THIS INFORMATION WHERE CONVENIENT.

The following letter from the Department of Commerce and Labor is self-explanatory:

Editor Tobacco World:

The Bureau of Labor is preparing a report covering the various systems of workingmen's insurance and employers' liability both in this country and abroad. The report will cover insurance against sickness, accident, disability, old age, death, and unemployment.

In this connection it is endeavoring to secure information concerning the existence in the United States of what is usually known as establishment funds—that is, mutual relief or insurance funds organized and maintained by the employees of an industrial establishment, or relief funds supported either wholly or in part by the employers themselves. It is desired to obtain, wherever possible, copies of constitutions, rules and by-laws, blank certificate forms, and any other matter relating to funds of this character. In the absence of other data the name and location of establishments in which such funds exist are desired.

In view of the wide circulation which your journal has among employers of labor and others who may be in a position to furnish information regarding this subject, I would esteem it a great favor if you would insert in an early issue of the same a brief mention of the above facts, with the request that persons possessing data of any kind relative to the existence of establishment funds in this country communicate with me at their earliest convenience.

Very truly yours,
CHAS. P. NEILL,
Commissioner.

NEW COLLECTOR FOR TWELFTH.

President Has Appointed G. T. Davis in that Penna. District.

President Roosevelt announced last week that he would name Griffith T. Davis Collector of Internal Revenue for the Twelfth Pennsylvania District, the office of which is in Scranton, in place of Major T. F. Penman. The term of Major Penman expired January 1. A short time prior to that he was asked to renew his bond by the Commissioner of Internal Revenue.

This was regarded by Major Penman as equivalent to a reappointment, and in interviews he said there was no doubt that he had been selected for another term. Griffith T. Davis, formerly chairman of the Republican County Committee, was an applicant for the place, and had the backing of Congressman Dale.

He questioned the correctness of the story of Penman's reappointment, and said that the latter was merely asked to renew his bond pending the appointment of his successor.

Davis' appointment verifies this statement. Penman has been Collector for twelve years.

TUSSLE OVER SCRAP.

Queen City Tobacco Co. May Lead Competition Against the Trust.

Cincinnati, O., Feb. 10.

The scrap tobacco war which was inaugurated some time ago by the American Tobacco Company on local independent manufacturers, is assuming a new angle in which the independents are becoming the aggressors.

The announcement is made that the Queen City Tobacco Company, an independent concern, is about to place upon the market a three-ounce package of scrap tobacco.

In view of the fact that the independents at first contemplated reducing weight from two and one-half to two ounces per package, the announcement of an increase instead of a decrease means that the Queen City Tobacco Company expects to "take the bit in its teeth" and lead the fight against the trust.

The decision was arrived at after a conference of the independents, in which the trust's action in offering to pay top prices for cigar cuttings and a reduction in the wholesale price of its manufactured goods was discussed.

The movement was considered a war on the independent tobacco interests, and as such it is to be met with the increase in the size of the tobacco packages marketed by the Queen City Tobacco Company. The latter claims to have a large supply of raw material on hand, which was secured at old prices, and as long as this lasts there will be an aggressive campaign for mastery of the scrap tobacco situation, in which the consumer will reap the benefits.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Mfr. & Trade Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

Many a thing which one might regard as trival has wrecked or spoiled a man's career. Little happenings or insignificant facts that would supposedly have no weight of moment have become an actual Nemesis.

Frequently I realize this when I am listening to what is told me of former friends of mine, how they are getting on and whether they have succeeded or not. Whenever I have a chance to chat with a friend I haven't seen for a while I always ask him about the other fellows for I like to keep tabs.

On a train the other day I met a retired manufacturer I used to know very well and we talked shop for a couple of hours. Several names of mutual acquaintances were mentioned and at last I asked him about a cigar and tobacco broker I had known pretty well years ago.

"What ever became of him, anyway?" I asked. "Quite a while ago I heard he had a splendid business and was making all kinds of money."

Over the manufacturer's face came a look of pity. "Poor old George!" he said. "He had as undeservedly bad luck as any man I ever knew. He did have a very good business at one time, but it fell away from him, and the last I heard he was struggling along as assistant bookkeeper or something of the sort. Poor devil! He certainly was sacrificed for a queer reason."

Naturally I was interested, and wanted to know more about it. The manufacturer was in a position to know because the two men had frequently been brought together. He hesitated for a moment and then told me the story:

"You've heard the old vaudeville joke of the monologuist who says that when his parents got married, his father had eighty-five cents and his mother a dollar, and that ever since maw has been throwing that extra fifteen cents up to paw and accusing him of marrying her for her money. Well George's case was not exactly the same, but it resembled it in one way. You know he married a girl who had been brought up rather extravagantly and had been used to having anything she wanted. Her father was supposed to be wealthy. I know that George wasn't stuck on playing the part of the mercenary wooer but his business looked good to him, and he expected to make a lot of money for himself before many years.

"The girl cared for George and knew that he didn't want her for her money. A little while before the marriage was to take place, the old man died. You know he was a widower, and his daughter was the only child. The lawyers soon discovered that instead of being a wealthy man he was up against it good and hard and wouldn't have been able to hold on any longer if he had stayed alive.

"That didn't cut any ice with George, but it broke the girl all up. She had regarded herself as an heiress so long, she had a crazy idea that it was a shameful thing not to be one. She talked about not being able to hold up her head if people knew her father hadn't left her anything. She was really a nice girl, you know, but it was just the crazy feminine way of reasoning.

"Well, George got together with the lawyers and as there was enough to satisfy the creditors and leave a few hundred dollars for the girl, they managed to keep the thing pretty still. They were quietly married in a few weeks and George settled down to make enough money to keep his wife from noticing any difference between her old and her present home.

"When somebody would make an ill-bred crack about marrying a fortune, George would just smile and look shrewd, something he wouldn't have dreamed of doing if the money had really existed, and the fellow who had made the remark would think that George was a wise guy and knew his way about.

"George made some office improvements that cost money. The trade wagged their heads wisely. 'Wifie is doing her little part,' they thought.

"George's wife's health wasn't very good and she needed more fresh air. George bought a fine team of horses and a carriage and buggy and drove her out frequently. 'Nice little birth day present from muvver to favver,' grinned the trade.

"George was doing pretty well and he bought a handsome house so his wife would be more comfortable. He had to put a mortgage on it, though. 'Papa tell mamma is papa nice and comfy,' sneered the trade as it looked the house over.

"George was so unusual as not to care for much but his wife and he bought her plenty of jewelry, fine clothes, and wanted to have a special-

(Concluded from page 24.)

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE writer came across a cigar store window the other day which was attracting all kinds of attention. Everyone agreed that it was clever and interesting, but the writer has not definitely made up his mind yet, whether it was good advertising or not.

It certainly drew a crowd and pleased it and of course resulted in some sales. Whether the increase was sufficient to make good the expense of the window is a question which hasn't yet been ascertained.

The figure of a Turk almost life size was seated in the centre of the window, and surrounding him were a number of mannikins, brownies, etc. They were disposed about the window in different attitudes to look as natural as possible, and the effect was surprisingly good. In every mouth was a cigar or cigarette, and on every countenance except that of the Turk who was not supposed to lose his gravity, was an expression of glee and satisfaction.

The cigars and cigarettes were all lighted and small tubes were run down the backs of the figures and along the floor to the inside so as to be nearly invisible. They were not noticeable at all unless looked for closely.

Each cigar and cigarette was lighted, and puffs of smoke would issue from the ends at intervals. A little compartment had been rigged up inside the window large enough for a man to sit inside and keep the cigars and cigarettes going. By puffing one tube after another he could keep them all lighted without difficulty, and when smoked up he would wait an interval and then put the window curtain down and distribute more smokes.

In the window was a little set of verses telling that the mannikins were happy because they smoked so-and-so, and why such a brand would make anybody happy, etc. The effect was very pleasing and inspired much admiration for the man who contrived it.

But that is not everything. The display was undoubtedly expensive and of a sort that would be likely to load the window front up with children, women, in fact anyone whether a smoker or not.

And in effecting displays that are too interesting or catchy, the dealer runs a risk of defeating his own purpose. The observer is so much interested in watching the thing work that there isn't any room in his mind for the thought that he ought to try the goods displayed. He'll exclaim "By George, that's all right!" watch till he gets tired, and forget all about buying anything.

On the contrary, if the display doesn't get so far away from the goods it is supposed to sell, it's effect will be much more direct, although it will not attract nearly so much general attention. But for the same reason, there will be little "waste circulation." Nearly everyone who stops to look will be a possible customer.

THE OPTIMISTIC DEALER.

THERE is a cigar dealer in Pittsburg who is so optimistic that he has actually grown fat. His case really seems to be a demonstration of the power of mind over matter, for while he used to be thin and grouchy he has acquired contentment and followed it by laying on fat.

Some years ago this dealer believed the world was against him, and that everything he could do would turn out badly. When somebody tried to cheer him up one day by telling him that he was sure to become famous, he answered "When I become famous, old man, fame will have gone out of fashion."

He worried about everything, and the doctors finally told him that he would be down with nervous prostration unless he took a brace to himself. This he did, for he was by no means a fool; and by patient mind-coaching, got himself to a point where he let nothing bother him. He became a sort of fatalist this way. "If it's done it's done, and nothing can undo it," he used to say, and "if it hasn't happened, it either will or it won't, and all the worrying on earth won't help matters." Then if he had suffered what another man would call particularly bad luck, he would set his mind at work to discover some reason under the circumstances why he ought to feel fortunate. And he always found it.

At least he always did but once; that was when he was on the verge of having to close up. Everything had apparently conspired to go wrong with him, he was miserably hard up because he couldn't get money that was owing him, his creditors were pressing him, his wife and daughter were both sick, one of them in an expensive hospital, his son had gotten mixed up in some bad scrape, a supposedly wealthy relative had died and left him nothing, and there were a lot of other things that made it look as if Fate certainly had it in for him.

He thought it all over one day and wasn t able to figure out any bright side at all. "I guess I'm Job's grandson, all right," he finally said; "I got everything but the boils," and he felt around at the back of his neck to see if there wasn't something doing in that line.

This got him in a fair humor again, and just for fun he hunted up a Bible and read all about Job. He tried to imagine it as well as he could. "He sure was a game old rabbit," was his comment, and he began to derive a certain pleasure from the fact that he, himself, was traveling in such extreme bad luck. "Cheer up, the worst is yet to come," he assured himself and after that, nothing could feaze him. He didn't exactly wish for additional disaster, but he certainly didn't regard the possibility of it with much awe.

That was his position when things got straightened out and his affairs went along swimmingly. It was the old story of bad luck pursuing a man until he didn't give a hang what happened and then taking a turn.

But nothing can put this man in a bad humor now, and he's got a big line of customers who like to deal with him just because of his cheerful personality. Strange salesmen or anybody else who think that this is a weakness and try to take advantage of it soon find out their mistake, for his very equanimity gives him a better balance from which to conduct his affairs.

There are a lot of dealers in this business who are cross and irritable half their time and imagine that they have more troubles than everyone else put together. Such dealers by their manner, the wearing of their troubles, real or imaginary, on their faces, scare away customers, for we are all so selfish that our own troubles are enough for us without wanting to share the gloom of others. So while you may not all grow fat, you can find out by trying it a few times that you feel a lot better if you don't let your troubles put you out of temper.

* * *

STANDARD FOR CLERKS IS VARIABLE

AFTER all, the clerk who can adapt himself to his customers at a second's notice instead of following out the stereotyped rules for the perfect clerk, is the best in the business. Unfortunately he is extremely rare and if he has such qualitites, he is usually able to command a higher salary than a clerk's position pays.

Two dealers were arguing the other day as to what qualities made the most desirable clerk. One said he wanted the fellow who was all business, who made the customer feel that he was in a business house, who was alert and Johnny on the spot. "He's got to be all business when he's in the store, to suit me," said the dealer.

The other man thought different. "I grant you when a customer is in a hurry he wants to be waited on in a hurry," he said, "but a large proportion of customers are not in a hurry. They like to take their time in a cigar store, and even chat a little. They don't like the clerk to intimate by his manner that they might as well be buying a cake of soap and ought to chase themselves as soon as they lay down their money. They don't like a cigar store to be such a business-like place as that. It's almost the same as if you expected a man to go into a bar, order a drink, gulp it down and hurry out, whether he wanted to or not."

Both men are right, and both are wrong; the best clerk would know how to suit both classes of customers.

* * *

JOHN H. POGGENBURG, Jr., manager of the cigar department of Brandes Bros., 121 East 42d street, New York, has original ideas, and his novel signs are the talk of the neighborhood. Each week his window display some attractive show cards which are bound to draw attention. The past week there was a minature telephone in the upper left hand corner of the card, and a drawing of a briar pipe in the center with the words, "Unlimited Calls" worked out in a wavery hand writing as smoke issuing from the bowl of the pipe. Underneath were the words, "Commuters' Mixture proves our assertion that it is the best pipe smoking tobacco in the market."

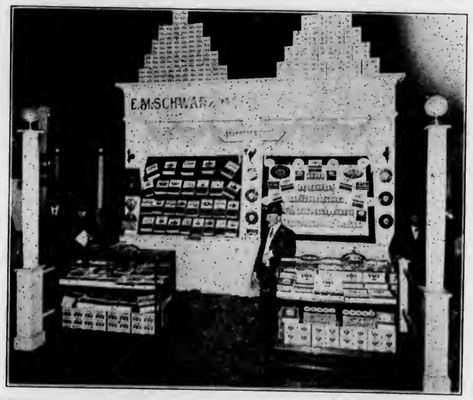
Another sign which Mr. Poggenburg has ready for Washington's birthday is a card with a small ax in one corner and worded as follows:

"George could not tell a lie. We can! but we don't, when we say that Commuters' Mixture is the best of all tobaccos——and that's no lie!"

* * *

—In Austria the favorite brand of cigarettes achieved a sale of 1,681,000,000 in 1905. Only one other brand reached the thousand million mark.

NEAT DISPLAY OF ATTRACTIVE GOODS.



HERE is a reproduction of another New York Tobacco Show Photograph, this one exhibiting the neat arrangement of their goods made by E. M. Schwarz & Co. and the Jose Lovera Co. The brands are all well known, and were arranged to show to much advantage.

mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

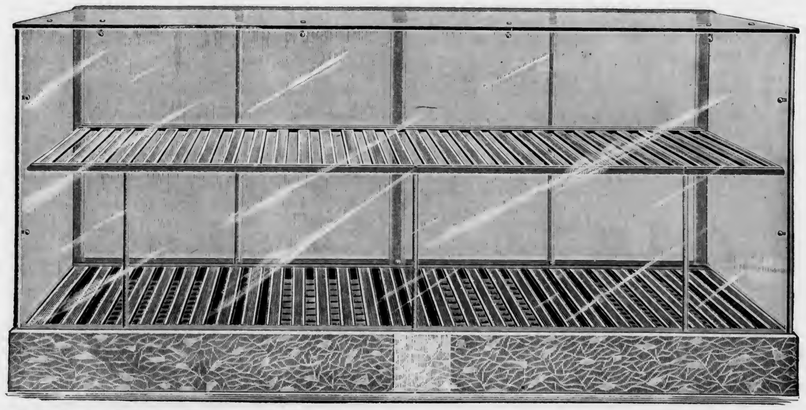
Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

THE "400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, **"GET IN IT"**

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

POLLARD, *Manufacturer of* **Show Cases**

33-37 Bethune St., NEW YORK *734 & 736 Superior St., CLEVELAND, O.*
949 Liberty St., PITTSBURG, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

B. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CURRVO.

MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA SALES FEWER, BUT PRICES SUM UP WELL

Cigarette Manufacturers Have Insufficient Stock and Prices Have Advanced 100 Per Cent. Since Beginning of Crop Year. Reports on New Crop Contradictory, and Outcome Uncertain.

(Special Correspondence of The Tobacco World.)

Havana, February 5, 1906.

The synopsis of the past week, judging by the sales, shows that there has been a falling off in the amount of business done, but while the number of bales may be less, perhaps in dollars and cents the amount will show no great difference.

Stocks still in first hands are very small, and the holders are tenacious in not letting go their hold unless they get their asking prices. The buyers have stretched a point in paying the figures asked in a good many instances, although prehaps they have not taken as much as they would have liked to do if the market had been a trifle more in their favor.

Beside the American buyers the local manufacturers of cigars and cigarettes have also operated to some extent. As far as the cigarette manufacturers are concerned, it was stated to me that hardly any of them had sufficient stock to last them until the new crop would be available for their purposes, and prices up to now have advanced fully one hundred per cent since the beginning of the crop year.

In view of this condition of affairs it seems incredible that the cigarette manufacturers continue to make presents in order to attract customers, as by so doing they will not only vitiate the profits which they have been making on the low costs of their goods, but will actually suffer severe losses if they have to pay the present high prices for colas, even when making no presents whatever.

The blame for this abnormal condition of trade is by some attributed to the trust, which latter of course is in a more favorable position as the losses sustained are either coming out of the pockets of its shareholders or will be made up through the monopoly that it exercises in the United States in cigarettes and smoking and chewing tobacco.

As far as the new crop is concerned there is nothing special to say, as the reports from the different parts of the country are contradictory and weather conditions will play too important a part for the next few months, to speak with any accuracy as to the final outcome.

Sales

this week total 4,190 bales, divided into 2,702 bales of Vuelta Abajo, 650 of Partido, and 838 bales of Remedios. American buyers supplied themselves with 2,235 bales, while the local manufacturers secured the balance of 1,955 bales. American exporters and speculators have again done quite a little business of which, however, no note is taken.

Buyers Come and Go.

Arrivals:—From New York.—L. Greenhall, William Baeder, Louis Goldberg, Isidor Menendez, G. W. Wyatt, of E. A. Kline & Co., A. Blumenstiel, of Levi, Blumenstiel & Co., and H. Josephs, of the "Jules Verne" factory; from Chicago.—Matt. Wengler, of Wengler & Mandell, and William Paely; from Tampa.—A. Winterberg, of Montevierno & Co., and Jose Lovera, of Jose Lovera Co. The following cigar importing houses were also represented among the arrivals:--London—J. Franklau & Co., by Gilbert Franklau; J. Travers & Sons, by F. Wilkie and Knight Bros., by H. D. Knight; Montreal—Hirsch, Somerville & Co., by L. Somerville.

Departures:—For Chicago.—Walter C. Sutter, Matt. Wengler, and Emil Wedeles; for Tampa.—Matt Berriman and Avelino Pazos; for New York.—R. Sichel and William Baeder.

Havana Cigar Manufacturers

have no complaints to utter, in fact nearly all the large independent manufacturers have enough orders on hand to keep them busy for the next two or three months, and new orders are coming forward in quite large quantities.

H. Upmann & Co. shipped 520,000 cigars during the past eight days, and in order to comply with the increased list of orders they have been obliged to have new tables made for the cigarmakers, as the ones in use have been filled to their utmost capacity.

Partagas is very much occupied shipping 250,000 cigars steadily each week. The principal demand comes from the United States, the United Kingdom and Germany.

Por Larranaga is doing an excellent business, working to its utmost capacity, and Don Antonio J. Rivero, the manager, says that the sale of Por Larranaga cigars is increasing steadily in the United States. He showed me a picture taken by the photographer of the Cook County Democracy Marching Club of Chicago, which I shall take pleasure in submitting to the readers of The Tobacco World.

Ramon Allones and Cruz Roja is very busy and is constantly in receipt of good orders from the United States, Europe and South America.

Sol is doing a satisfactory business, and Behrens & Co. say that orders are arriving in increased quantities from

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Gregorio Obeso
Candido Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
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all parts of the world. I saw a few leaves of the new crop, with part of the stem attached, which Don Carlos Behrens had placed in a glass of water, to show the extreme fertility of the plant; it had sprouted several new sucker leaves. The leaves attached to the stem however showed that all the gum had been washed away, and that there was no quality to it.

Eden is as busy as ever doing a very satisfactory business. Don Manuel Roderiguez, son-in-law of Don Calixto Lopez, returned last week from New York, accompanied by Mrs. Rodriguez.

The trust has raised prices on its cigars since the 1st inst., and it is perhaps more than likely that the independents will have to follow suit, owing to the increased cost of the leaf or raw material.

Buying, Selling and Other Notes of Interest.

Muniz Hnos. & Co. sold 538 bales of Remedios. Don Hilario Muniz has received the soubriquet of "El Leon Guapo," or freely translated, "the Brave Lion," owing to his having purchased a large lot of Remedios tobacco in the country, for which ten different buyers had unsuccessfully competed.

Matt Berriman, who left last week in company with his foreman Manuel Sanchez, has been quite a heavy buyer, although the firm of Berriman Bros. was already a holder of enough stock to carry them along during the year 1906.

Aixala & Co. disposed of 400 bales of Vuelta Abajo.

Walter C. Sutter, of Jacob Sutter & Sons, Chicago, has been making a good selection of different kinds of leaf.

Sobrs. de A. Gonzalez turned over 300 bales of Vuelta Abajo and Partido.

Matt Wengler this time didn't pay much attention to the tobacco market, as his visit was more in the nature of a recreation, he being accompanied by Mrs. and Miss Wengler.

Jose Menendez closed out 300 bales of Vuelta Abajo and Partido.

Emil Wedeles has purchased fully 500 bales of various kinds of leaf, and left quite satisfied with his visit, on Saturday, by the Prince Arthur.

Jose Cayro e Hijo were sellers to the extent of 255 bales of Vuelta Abajo.

William Baeder increased his holdings of leaf tobacco by making some very acceptable purchases.

Rodriguez, Bautista & Co. sold 200 bales of Vuelta Abajo and Partido.

Don Avelino Pazos left for a short trip with Mrs. Pazos, on Thursday last, for Tampa.

Charles Blasco purchased more than 1,200 bales for his customers last month.

A. M. Calazda & Co. report that they have turned over 200 bales of Partido and Remedios.

M. Suarez & Co. have been exceedingly busy with their several customers who have made quite large purchases.

Bruno Diaz & Co. closed out 150 bales of Vuelta Abajo.

Joaquin Hedesa has been reducing his stocks of Partido and Vuelta Abajo, of which he sold 175 bales to several of his customers at prices rather below the current market figures. He still has some choice wrappers and a few fillers of Partido.

G. Salomon y Hnos. sold 147 bales of Vuelta Abajo. I hear that the New York house is doing a very big business, which has prevented Don Sol. G. Salomon from returning here as he had expected.

Jorge & P. Castaneda have been doing an excellent buisness during the past month, as their sales footed up to 4,500 bales of Vuelta Abajo and Partido. They are still holders of some very choice vegas fit for clear Havana purposes.

Receipts From the Country

	Week Ending Feb. 3 Bales	Since Jan. 1 Bales
Vuelta Abajo	437	2,672
Semi Vuelta	22	101
Partido	207	797
Matanzas	8	11
Remedios	1,008	3,750
Total	1,682	7,331

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CIGAR SALESMAN controlling a large retail trade seeks position. Address ENERGY, care of The Tobacco World, Philadelphia. 2-14-c

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NEW YORK.
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TOBACCO NEWS OF GREATER NEW YORK

New York, February 11, 1906.

The unfavorable weather did not hamper the trade in cigar circles for the week as the retailers received their full share of patronage. It was surprising to note on my rounds the number of retailers who operate two or more stores; especially the cigar stands in many of our down town office buildings and cafes are usually owned by retailers who operate a few similar stands in other buildings.

The rents paid are certainly very high, in fact the asking price for rentals in our sky scrapers is all the way from $2,000 to $5,000 and although under big expenses, many of the cigar stands show handsome weekly results.

I noticed in the window of one of the United's Eighth avenue stores a small space given to the display of Lucky Strike tobacco and what was more noticeable was the fact that none of the goods bore the Union label. I learnt from a Jersey jobber that he also received a shipment of Lucky Strike direct from the factory around the holidays and none of it bore the union label. Such incidents set the retailers gossiping.

Many retailers are continually asking the cigar manufacturers for cigar bands and labels when purchasing goods, as they in turn have to give same to favored customers. I understand many of our prominent cigar manufacturers will in the near future either raise the price of their products or else follow suit with the Western tobacco manufacturers who are now reducing the size of packages, which are to be retailed at the old prices, owing to the constant raise in prices of the raw material and of which there seems to be no end in sight.

The American Tobacco Co. has gone up 3 cents a pound and now pays 18 cents a pound for good cigar cuttings, the highest price ever paid for this grade of leaf. Many people in this city are making a regular business of buying all kinds of cheap tobaccos and have a force of help stripping and mixing the same with cuttings to be sold to the tobacco trust. I understand many of our large cigar manufacturers are holding their cuttings expecting soon to receive word that the trust is paying 20 cents a pound at which time they will unload. The independent tobacco manufacturers are having a hard time to secure cuttings at normal prices and there is no telling what the outcome of the situation will be.

Havana tobacco is still advancing. The prevailing prices for first capaduras Remedios is 70 cents in bond, which is the first time in many years that the ruling prices of Remedios tobaccos were higher than Vueltas.

The new Connecticut tobacco, especially the broad leaf is changing hands quickly and the buyers are intent on laying the same away till the prices advance further. I hear much talk about the scarcity of light wrappers in the new crop, and from good authority I learn that every year the same cry of only 5 per cent light wrappers comes up but eventually it turns out that there is an average of from 10 to 15 per cent which is usually enough to supply the demand. Many manufacturers work fancy light seconds and in many cases it is more profitable than working the first light wrappers.

Cigar manufacturers are all busy and many of the clear Havana manufacturers are unable to fill their orders.

A. N. Barson & Co. are exceptionally busy; their Blue Nile cigarettes are going nicely and are for sale at leading retailers.

A. Sindeband, proprietor of the Liberty Cigar Store, 161 Greenwich street, has sold his store to L. Wittner, who will continue the business on the old lines.

M. Bonapart has purchased the cigar and tobacco store of S. Diemel, 511 Lenox avenue.

The new cigar store, corner Pearl and Fulton streets, will open for business the coming week.

Thieves broke into the cigar factory of Julius Salzman, 220 East Sixth street, and stole about 5,000 cigars.

Robert Granat, of the leaf firm of Gillen & Granat, York, Pa., was a visitor in our market on Thursday.

Chas. W. Salomon, of De Florida Tobacco Co., reached home yesterday from a very successful business trip to Pennsylvania. Charlie is certainly a hustler and he is making a grand success of his latest venture.

Theodore Beckhardt, with M. Oppenheimer, the Pearl street leaf dealer, left on a four weeks' trip through the New England States where he has many friends and customers who are awaiting his arrival to shower him with orders.

The Imported Tobacco Co. is advertising their Regatta cigarettes in our "L" trains.

The Surbrug Co. is making many attractive window displays thorughout the city with its Grain plug cut tobacco.

Joe Friedman, leaf dealer at 128 Water street, has traveled at a lively gait this week; on Friday with a blizzard raging, Joe braved the storm to call on some of his Jersey trade and was well recompensed by a number of good orders.

Rubinoff Bros., who run the Terrace Cigar Store corner Fifty-ninth street and Lex avenue, placed a large order this week with the Cortez Cigar Co., of Key West, Fla. They have also added to the stock Pacholder & Co.'s Q. T. and Daring Yankees, two brands of short smokes.

The new branch of I. Starr in the office buildnig 43-49 Exchange Place, is a winner. All the popular brands of imported and domestic cigars and Turkish cigarettes can be purchased here. Nestor cigarettes are good sellers, so Mr. Starr informs me.

Since Vincent M. Plonsky became a partner in the firm of Ruy Suarez y Ca., manufacturers of the celebrated Tres Selos clear Havana cigars the business has increased multifold. Mr. Plonsky is well liked by the trade and

(Concluded on page 16.)

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PACKERS OF
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AND
Growers of GEORGIA SUMATRA
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A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
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Manager of the Philadelphia Office,
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PHILADELPHIA, FEBRUARY 14, 1906.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

HE "DOTH PROTEST TOO MUCH"

Evidently Secretary Taft still feels a sense of injury at the tobacco trade for meanly trying to thwart his plans for the Philippines, and he will continue talking about it until the bill has been definitely settled one way or another. He has explained why the tobacco interests need feel no apprehension so very many times that his explanation has become glib if not plausible to those who are not familiar with the facts.

Mr. Taft is in the attitude of "protesting too much," and in his enthusiastic propaganda he is content to deal with the present. He argues that because certain things are not taking place in the Philippines just now, therefore they never will take place, not even under altered conditions. Judging him by this line of reasoning, the Secretary, having noted the bare trees in winter time, will be considerably surprised in spring to see them again produce leaves; for if a tree has no leaves this winter surely no one need fear that it ever will have leaves.

Speaking to the Senate committee Secretary Taft declared that all the tobacco exported by the islands annually was less than the tobacco production of Lancaster County, Pa. He said the United States had nothing to fear from competition with the islands as a result of lower duties on Philippine tobacco.

In Connecticut, he assured the committee, 1,700 pounds of tobacco are raised on an acre; Pennsylvania raises 1,400 pounds and the Philippines only 395 pounds. Few of the cigars made in the Philippines are of high enough grade to sell in the United States and the good cigars made in Manila are manufactured by such well paid labor that the cost of their production is almost equal to the cost of an equal grade in the United States.

That is what Secretary Taft said in justification of his cause, and it would be a charity if someone would explain what such statements have to do with the point in question. No one in the domestic tobacco trade complains of present conditions in relation to the Philippines. They are all right. But let them stay right. If this cut on tobacco isn't going to do the Philippines any good, isn't going to alter the ratio of statistics which the Secretary has at his tongue's end, why is he so insistent on having the cut made?

Secretary Taft may actually be sincere for all we know; but he is endowed with a wonderful brain if he can bring his present arguments to a logical conclusion.

STRAINING AT A GNAT AND SWALLOWING A CAMEL

The question involved in this article is not of tremendous interest to the trade, but it is of general interest to everybody and of special interest to tobacco people because it relates to the selling of cigarettes.

In a fashionable New York restaurant the other night, three handsomely dressed women lighted cigarettes and smoked them. For some reason the incident, which it seems was not unprecedented in that restaurant, excited some comment, and the proprietor was interviewed. He stated that any woman of good reputation, or rather, as he expressed it, "woman of character" might smoke in his place without being interfered with.

The proprietor of another "swell" restaurant, appealed to on the question, said "Why, one of the richest men in America came in here a few evenings ago with a party of ladies, and after dinner the ladies lit cigarettes; all we could do was to turn our backs." Another man declared that his latitude in the matter would depend entirely on the "standing of those who attempted it."

Financial standing is probably what is meant in one and all cases. If the smoking of a cigarette by a woman in a public room is immoral it is intrinsically immoral, and the previous "standing" of the person who does it can't cut any real ice.

To our mind, it is more offensive to observe women sitting around restaurants drinking, as the fashionable and others make a habit of doing in New York, than to see them quietly enjoying a delicately perfumed cigarette, and in the latter case there is no danger that the smoker may become embarrassingly boisterous.

The average New York restaurant manager makes no bones of serving a mixed crowd of women with all the liquid refreshment they fancy, without inquiry into their moral condition, and it is nothing short of ludicrous to expect them to gag at cigarettes. There was a time when it was rather startling to see a grande dame sit in a crowded restaurant and demonstrate the fact that her capacity for alcohol was greater than her escort's. That time has long since passed, and to appear shocked now when a woman lights a cigarette is to achieve a fruitless emotion.

Philadelphia Tobacco Trade.

The retailers for the most part did not make very favorable reports for this week, and as sales are not very strong they are not much inclined to give orders of any size. Trade is not exactly stagnant, but has no snap to it such as ought to keep the cash registers jingling all the time. Judging entirely from appearances, the United stores seem to be doing a little more than holding their own and have certainly not lost any ground. How many branches this city will profitably stand for, is of course a question which can be determined in only one way. Box trade was reported fair during the week.

The manufacturers are turning out a good many cigars, as the majority of them have plenty of orders on file. They are running so close to their stock of leaf in a great many instances, however, that the joy of having enough orders to fill to keep the factories constantly busy is considerably mitigated. Certain manufacturers are contemplating mail order schemes to sell their product, in order to save the cost of the salesmen on the road.

The reports from Collector McCoach for the first internal revenue district of Pennsylvania are as follows, comparing January, 1906, with January, 1905:

	1906	1905
Cigars at $3 per M	52,578,030	43,985,020
Cigars at 5¢. per M	105,000	70,000
Cigarettes at $3 per M	27,000	11,500
Cigarettes at $1.08 per M	4,849,500	4,540,000
Cigarettes at 5¢. per M.	420,000	165,000
M'f'd Tobacco	432,710	359,012
Snuff	153,434	145,304

In every instance this shows a substantial increase for January, 1906, over the same month last year, and one of the biggest increases is that in the manufacture of the much legislated against cigarette.

Those dealers who have any sort of a stock of leaf or are able to get hold of any are having no difficulty on doing a brisk business these days. Everybody would like to have more stock to meet the demands, but of course if this were possible, there wouldn't be such a demand. Many manufacturers who have hitherto managed to hold off have now come frankly into the market and expressed their need of leaf and their willingness to pay the prices. If it is willingness it is certainly not eagerness, for the manufacturer, as he draws a check for a large enough consignment of tobacco to keep his factory going, fancies he sees his profits fading into air. The leaf dealer is not making any fortune out of the situation though, as he is unable to replenish his stock at anything but the highest prices.

Announcement is made of the approaching marriage of John Nathans, of the Loeb-Nunez Havana Co., who with his bride will take an extended trip abroad.

George Newman, who is making his first Western trip for the El Draco Manufacturing Co., is finding that the trade responds nicely. Mr. Newman is fortunate in having a very wide acquaintance in that section of the country and he is making some good reports.

Philipp J. Kolb & Co. report that business during January was all that could be wished and that February is following in the same line.

A new high grade cigarette on this market which seems to please where it is tried, is the Yvonne, manufactured by the Stratford Tobacco Co., of New York. The smoke is daintily put up and may make one of the good sellers.

Julius Eckerson, who has been away to recruit his health, is back in town feeling much better.

Henry Hilbronner, of Hilbronner & Jacobs, is finishing up a lengthy trip through the West during which he gathered in enough to keep the factories busy for a good while.

Adolph Loeb and H. Comas are in Wisconsin to pick up what tobacco they can for K. Strauss & Co. Desirable leaf is as scarce there as everywhere else, but the two buyers will not be contented until they have looked at everything in sight.

Le Compte, Dusel & Goodloe, Chestnut street jobbers, have introduced two more brands of cigars on the local market which they will push in connection with Anna Held and Principe de Gales. They are El Belmont, a clear Havana smoke, and Smokelovers.

After being very much cramped in his present quarters on Sixth street off Arch, H. D. Narrigan has at last decided to move a little further up the street, where he will have more room. Mr. Narrigan's business simply forces him to make this move.

A wedding of interest to the trade occurred last Thursday morning when Miss Madeline Felice Kelly became the bride of Albert Allen Gumpert, son of the late Richard T. Gumpert, of Gumpert Bros. The marriage took place at St. Malachy's Catholic Church and was performed by the Right Rev. Bishop Prendergast. It was a quiet affair, only the relations being present. Miss Theresa Kelly, sister of the bride, was maid of honor; there were no bridesmaids or ushers. Following a Nuptial Mass a breakfast was served at the residence of the bride's father, No. 1520 North Broad street, after which Mr. and Mrs. Gumpert left for Palm Beach. They will make a tour of the South, and upon their return will reside at No. 4207 Baltimore avenue, where they will be at home after April 16.

Frank M. Toppin, until February with the United News Co., has assumed his duties with the Theobald & Oppenheimer Co. and is planning a vigorous local campaign on the T. & O. goods. While many of his friends were sorry to see him leave the United News Co. they recognized the fact that his present position will afford excellent further opportunities for his abilities. As mentioned last week Mr. Toppin was given quite a send off by men who have been with him for twenty years. Among other expressions of friendship was the gift of a handsome gold watch. Those who were present at the dinner given him were:

Frank S. Brandt, E. B. Hoppe, Norman R. Hoover, Elmer Frazer, Robert F. Johnstone, John Finley, Chas. R. Ramsey, James L. Farley, Harry A. Hassan, James Luigard, Daniel I. Kirk, Theo. Fritchie, W. B. Hornberger, Joseph Lodge, Ellis R. Lippincott, A. J. Craig, Harry Friend, Frank Malone, John F. Murray, Andrew Brindle, Dr. A. W. Green, Wm. Evans, Wm. R. Masterson, Robert Adams, H. M. Kaisinger, Hugh Quigley, George Seibert, H. J. Miller, W. C. Wallace, W. C. Miller, A. L. Weinstock, J. W. Timberlake, N. T. Weser, Victor Newman, and Wm. Hesselbacher.

RETAILERS ARE SATISFIED

But Boston Jobbers Say Their Orders Are Not Large.

Boston, Mass., Feb. 11.

In answer to my query as to conditions in the trade during the week, the majority of the retailers expressed themselves satisfied, but the jobbers report that although the sales for the week were numerous, but few were of large size. The manufacturers are all working full force.

H. Traiser & Co. have notified the trade of the withdrawal of their drop shipment deal on Harvards and Pippins. While interviewing the manufacturer of a popular 10 cent cigar on this market he informed me that he contemplates taking advantage of the above firm's withdrawal and will put on a deal on his 5 and 10 cent goods and expects to add greatly to their sale.

Representative Leonard, of Springfield, championed the cause of the cigarette smoker at the State House this week to the astonishment of the members of the Anti-Cigarette League and others who would have enacted a law to prohibit the manufacture and sale of the little paper smokes in this State. Representative Leonard stood up before the Legislative Committee on Public Health and declared that the cigarette smoker had some rights which the State must respect. The bill before the committee to make it unlawful to make, sell or give away cigarettes he declared to be "foolish legislation." A Mrs. Stevenson appeared before the committee in support of the bill and told the members how harmful such things were to boys.

J. N. Pike, of Lynn, Mass., spent a few days in the metropolis and visited the headquarters of the American Tobacco Co.

We have one store in Boston that is a rival with the U. C. S. Co.'s Flatiron store in New York and that is the store of F. W. Kenny, corner of Friend and Union streets. His place is shaped exactly like a flatiron and his many customers in the market often refer to his store as the flatiron cigar store. Mr. Kenny is featuring this week the Havana Brown, a nickel piece of goods for which he is agent.

Mr. Pike, of the American Cigar Co., was in town this week in the interest of the firm's brand Cremo.

William N. McGreenery, proprietor of the Market Cigar Store reports that trade has been very good this week. Wm. N. is away most of the time and in his absence the store is managed by Mr. Brunof, a very capable salesman. The best selling piece of goods in the house is the Merchants' Row, a fine londres shaped cigar, the product of U. Lipsich, of East Boston.

Isadore Wise, who was for a long time manager of the broken T. D. department of Robbins & Roitman, of 233 Cambridge street, has purchased the cigar and tobacco store of J. Cooper & Co., of the same street. Mr. Wise has been taught the tobacco business in less than two years by Sam Robbins, the senior of the R. & R. firm.

The front of the store of Baker Bros., of Hanover street, has recently been painted, advertising the M. C. A. and Black Hen.

A handsome display of Curve Cut tobacco can be seen in the window of the Washington street store of Estabrook & Eaton, and a sign offering to give away free on Saturday a 50 cent package of Congress playing cards with every one pound box of Curve Cut at 75 cents.

Alderman Cauley, proprietor of Old Corner Cigar Store, has just returned from his honeymoon trip.

The domestic Nestor cigarettes are being sold by the United Cigar Stores Co. for 18 cents the package.

Honest Toil plug chewing is taking hold nicely with the trade. Considering the little work that was done in placing the goods the quality speaks for itself. The manufacturers of Honest Toil have the knack of making good plug tobacco and they know exactly the wants of the consumers of this class of goods in this market. ALFO.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market.
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

MOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 17 MADISON ST. BRANCHES SAN FRANCISCO 515 BRANNAN ST.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street,

Manufacturers of Cigars

FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

NEW YORK TOBACCO NEWS.

(Concluded from page 12.)

his cigars are for sale at all our leading cigarists such as Maskopf, Weil, Beltz, etc.

Patte, Underwood & Daboll, whose cigar store in the Jersey Central Building is the best paying one in that locality, have two nice window showings this week, one confined to the Havencia Cigar Co.'s Hurdle cigar and the other exclusively to Surbrug & Co.'s Arcadia mixture.

Jonas M. Gans, of Gans Bros., manufacturers of the popular William the Fourth clear Havana cigars, reached home Friday night from Chicago, well satisfied with the number of orders he secured on his Western trip.

Mrs. Pauline S. Kohn announces the engagement of her daughter, Rosalind, to Moe M. Gans.

Mr. Fisher, formerly a salesman of Schroeder & Arguimbau, and who until recently operated a strippery in Wisconsin, is now the Pennsylvania salesman for F. & E. Cranz, Sumatra importers. Mr. Meyerfeld, formerly the Pennsylvania representative of F. & E. Cranz is now head salesman for Bayuk Bros., cigar manufacturers of Philadelphia.

Robert Simpson, cigar broker handling Pennsylvania cigars principally has just returned from a successful trip taking in the principal Hudson River towns.

M. Gottleib, representing L. Miller & Sons here, has also been working the Hudson River towns the past week.

Nestor Gianaclis Co., Boston, are advertising the Nestor cigarettes in our local newspapers.

The American Tobacco Co. is pushing the sale of Continental the new bouquet shape cigar retailing at four for a quarter. Some of our "cutters" are already selling these cigars at 5 cents straight.

The Keystone Novelty Co., of 113 Maiden Lane, are at present doing an extensive wholesale business in cigar bands, labels and plates, the latest novelty for producing beautiful decorated plaques, ash trays, smokers' requisites, card tables, vases, etc. Such firms as Litt Bros., Philadelphia; Gossman Ginger & Co., Baltimore; "Fair" and Seigel Cooper & Co., of New York and Chicago, number among the firms' best customers. Chas. Davis of the firm intends leaving this week on an extended Western trip.

M. Grossman, cigar manufacturer with a retail store at 3059 Third avenue, although located here but a short time has worked considerable trade. His leader in nickel goods, Ever Ready, is the talk of the Bronx. Q. T. cigarros is his favorite brand of short smokes.

Geo. W. Griggs, retailer at 119 John street, is offering his trade a novelty in the shape of Trick cigars made by the Alfonette Cigar Co., of Boston, they are going nicely. The building in which Mr. Griggs' store is located was sold recently and Mr. Griggs is wondering whether it will be torn down and a new sky scraper built in its place.

When I called yesterday at the A. Hussey Leaf Tobacco Co., 174 and 176 Pearl street, I could see nothing but signs of activity all through the establishment. The bookkeepers were busy, the typewriters were going at a merry clip, large and small cases and packages of leaf tobacco were ready for shipment awaiting the expressman's arrival and a truck load of about twenty-five sacks of mail matter was about to start for the Post Office destined to all parts of the United States. The firm was mailing to customers their handsome 1906 calendars which were somewhat delayed on account of the printers' strike. Next week the Hussey Co. will mail broadcast their latest price list entitled "Little Traveler," it being the thirty-seventh trip. This is a very handsomely arranged catalogue and explains everything in detail. The Hussey Leaf Tobacco Co. carries everything in the line of leaf tobacco, and they are at present large holders of the 1904 crop of Connecticut Broadleaf. Although old tobaccos are scarce and high prices are prevailing for such leaf, the Hussey Co. has plenty of all kinds of old desirable leaf on hand, and is supplying its trade with same at only a slight advance in price over normal.

T. Klein, manufacturer of East 138th street, expects to give up his city store this coming spring and move to Griffins Corners, in the Catskill Mountains. He is negotiating for a large building up there and expects to close the deal this week. He reports his retail business excellent this week and he is way behind his orders in his wholesale department.

* * *

NEWARK NOTES.

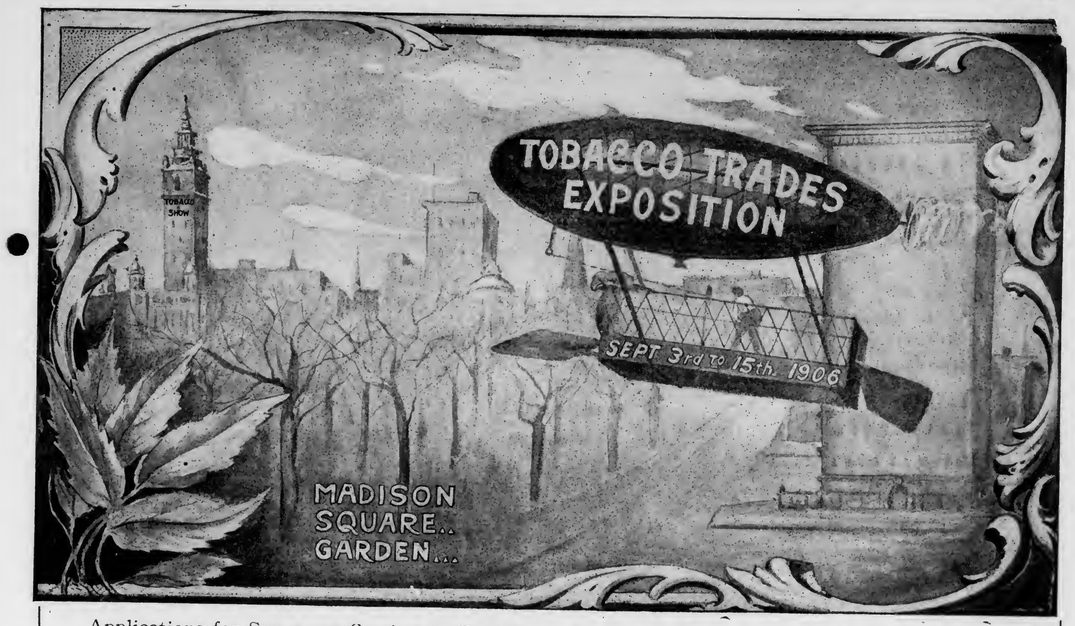
Joseph Haas, of 393 Broad street, is one of the most enterprising dealers in Newark. His personality is a trade winner in itself. He reports good business in his locality.

Chas. Schroth, of 104 New street, has remodelled his store and placed an addition in the rear to be used by his patrons as a smoking-room. He has had it handsomely decorated and it certainly was built for comfort. In his cases will be found a full line of all the leading brands in demand.

Newman Bros., the popular Market street jobbers, are daily increasing their sales. They have taken on a new line of cigars of the Invincible size, called Newman Bros. No. 17 and orders are coming in fast; the sale of the St. Regis and Carlos Murias is also on a steady increase. The firm also have the account of M. W. Mendel & Bro. on the Opera Perfection, a 25 cent package of cigarros. For unique and up-to-date advertising Newman Bros., have a big white English bulldog, blanketed with the inscription "Smoke White Roll cigarettes—10 for 5." This dog navigates the city all day, and the public are bound to stop and look at him.

E. A. Nicholson, of the Lovell-Buffington Tobacco Co., is in town and reports a good outlook for this year on Blue Light and White Seal tobacco.

J. Leaver, of 381 South Orange ave-



Applications for Space are Coming in Rapidly. Plans and Blank Contracts Mailed on Request.
Tobacco Trades Exposition Co.....Flatiron Building, New York.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY, Manheim, Pa.
H. S. WALLICK, York, Pa.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN

51 Market St.
Lancaster, Pa.
CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES of All Kinds
Daily Capacity, Five Thousand Boxes

Columbia Straight
A FULL HAVANA FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Retail Trade Direct
Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address. "CLARK."

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

nue, reports a good business. He has enlarged his place and handles all the popular brands. Among his leaders are the St. Regis, Carlos Murias, El Pasha, Gumpert's Maneto, Chesterfields and Cameos. He also carries a full line of pipes, cigarettes and tobacco. Mr. Leaver is very popular with the trade.

J. S. Oliver, of the Ware-Kramer Tobacco Co., is still in town placing White Rolls to good advantage. Many window displays are being made and several novel ads are evidence of the good work he is doing.

Milton Meyer has joined the selling forces of Newman Bros. and reports good business. MOROSCO.

Trade-Mark Register.

LA UNION REINA. 15,045.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 8, 1906, at 4 p. m., by Charles L. Feinberg, Brooklyn, N. Y.

SOVET. 15,046.
For cigarettes. Registered February 12, 1906, at 3 p. m., by L. Rappaport, Philadelphia.

RUSSIAN FREEDOM. 15,047.
For chewing and smoking tobacco. Registered February 12, 1906, at 3 p. m., by L. Rappaport, Philadelphia.

HOLLY GREEN. 15,048.
For cigars. Registered February 12, 1906, at 8 a. m., by L Stiefel & Co., Philadelphia.

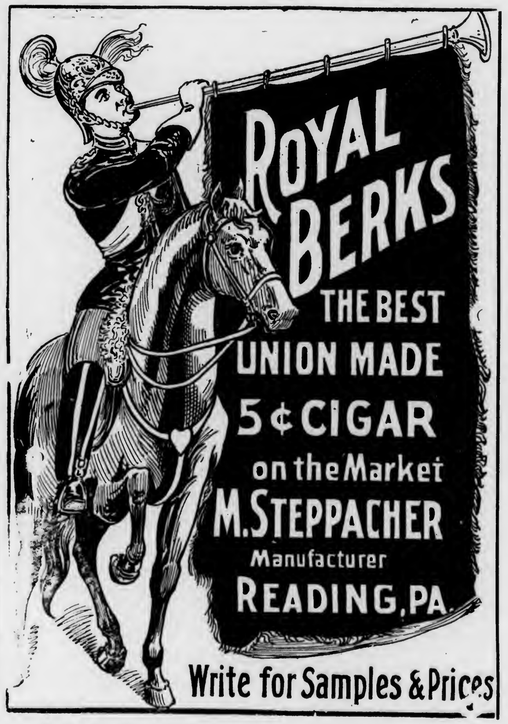
LA PENDOLA. 15.049.
For cigars, cigarettes, cheroots and smoking tobacco. Registered February 12, 1906, at 5 p. m., by T. Klein, New York.

SIX-SIXTY-TWO (6 60 2) 15,050.
For cigars, cigarettes, cheroots and smoking tobacco. Registered February 12, 1906, at 5 p. m., by T. Klein, New York.

CASA DE BANCO. 15,051.
For cigars, cigarettes, cheroots and smoking tobacco. Registered February 12, 1906, at 5 p. m., T. Klein, New York.

REJECTED.

Carabella, El Vela, Praetor, Ever Ready, Forman's Cosy Corner, La Ramona, La Factura, La Existencia, El Registro, Eagles' Aerie King.



The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.
GEO. J. DILLER, General Distributor for Central Pennsylvania.

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Gen'l Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

LITTLE LEAF AVAILABLE.

Buyers Who Visited Lancaster During the Week Were Disappointed.

Lancaster, Pa., Feb. 12, 1906.

There were several out of town buyers in this market for goods during the last week, but they found little available for their purpose. One of the visitors, a prominent manufacturer of stogies in Pittsburg, stated that he was badly in need of certain classes of goods, but found practically nothing here.

The official reports from the internal revenue office shows that the demand for goods during the month of January was very great, and yet one of the largest manufacturers here stated unhesitatingly last week, that business with his house just now was certainly not brisk. It was later learned that the salesmen for this house—which employs many—had not yet started out in full force for the year's business.

The official figures of the output during January was an agreeable surprise to many, and 64,965,200 which is the exact figure is a new record for the month of January, and over 7,000,000 more than January 1905, and 10,000,000 more than January 1904.

Some of the more pessimistic members of the trade, several months ago, predicted that by the beginning of this year, one half of the manufacturers would have to go out of business, and it has been frequently stated in this correspondence that unless manufacturers of the very cheap goods demanded and got higher prices for their goods, they would be forced to go out of business or into bankruptcy in jig time. It is now shown that prices are advancing, and in fact a few factories have closed down until they can ascertain if their jobbers are willing to pay an advance, for if not they will ship no more goods.

Some manufacturers seem to have satisfied themselves that they have found at least a temporary solution of the seriousness of the binder question, by turning their attention to the use of Kentucky or Tennessee tobacco for binder and some for filler purposes, with varying degrees of success. Some claim that it has proven successful, and others that it has resulted in a oss of trade to them.

One indisputable fact remains—and that is that dealers who have lately been handling that class of goods are getting orders in larger quantities right along, which would seem to indicate that the use of this tobacco is expanding in this section.

Delivery of the new crop tobacco to the warehouses has progressed remarkably well, and a big proportion has been received by the packers. The crops are in excellent condition, and unusually free of defects. Quite a number of packers who were believed not to have gotten any tobacco this year, are now receiving, and the general aspect of things is changed by the fact that the crop is so very large

John Slater and John F. Hare, of John Slater & Co., have just returned to this city after a visit to Washington, D. C., and Philadelphia.

Cigar box manufacturers are feeling a little uneasy because they find it necessary in consequence of the rapid advance of all materials entering into the manufacture of cigar boxes, to advance the prices of boxes. The apprehension is felt because there is almost certain to be some changing done by cigar manufacturers with a view to continuing to get their supplies at old prices. The box manufacturers claim, of course, that it will make little or no difference from whom cigar makers get boxes, as the prices will have to be advanced by every box manufacturer who hopes to continue in the business.

A. D. Killheffer, the well known cigar manufacturer of Millersville, reports that business during last month was the best for January since he has been in the trade, and that is thirty years. He will soon place on the market a new brand of five cent cigars, under the name of Vuelta Queen, which will have a most attractive label.

RECORDS BROKEN IN YORK.

Output in January was Large, and February is Keeping Pace.

York, Pa., Feb. 12, 1906.

The record breaking business of January seems to be holding out very beautifully this month also and indications now are that February records will also be broken by this month's production.

Manufacturers are pretty uniformly busy; in fact some of them seem unable to get goods out fast enough.

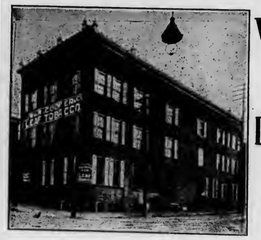
Since the announcement of the approaching wedding of R. M. Granat to Miss Herz, he has been showered with congratulations from friends in the trade and out, from all over the country.

Noah Gillen, of Gillen & Granat, has again been spending some time in the Connecticut Valley making selections of tobaccos for the firm's trade in this section.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.


W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

H. F. Kohler, cigar manufacturer at Nashville, this county, on Thursday last buried his father, who died suddenly of heart trouble.

Wm. Shook, who last November left the employ of the Baer-Sprenkle Co., Bair Station, as factory superintendent, to take a position in a similar capacity with Walter S. Bare, of Lititz, returned to his former employers last week, after remaining only three months in the Lititz factory, and expresses himself as much pleased to get back to York County.

T. D. Hene, is again back to the local headquarters of Wedeles Bros., of Chicago. Mr. Hene states that he has had a very good business since January 1, and that a large portion of the firm's new goods in Florida tobacco has been already sold.

Red Lion was last week the scene of more than usual activity, when nearly one hundred teams arrived in town all of them loaded with tobacco from various sections of the county. At one time about thirty-nine teams were all jammed around the station and attracted much attention. It is said that never before was such a sight witnessed in that usually quiet town. About 250,000 pounds of tobacco were delivered on that day to packers or their representatives who were there to receive it, and the amount paid to farmers, it is said, amounted to about $20,000. I. H. Weaver, John F. Brimmer and H. Stein, of Lancaster, were among the principal ones who got the tobacco last week.

Gordon Fisher, of Fisher Bros. & Parker, of Hanover, is going to Connecticut this week to look after some new goods. The firm recently sold a large lot of Penna. Broadleaf at a handsome advance.

M. Bauml, now with Max Gans & Son, was in Hanover this week and booked some nice orders for his house.

BUSY FACTORIES IN READING AND ALLENTOWN.

Reading, Pa. Feb. 12, 1906.

Several of the largest factories here are not so busy just now as they might be, but most of the smaller ones seem to be doing quite nicely for this time of the year.

The city has been besieged by leaf salesmen during the past week, among whom were Barney Livingston, with K. Strauss & Co., of Philadelphia, Geo. F. Schnath, with Schroeder & Arguimbau, D. Kalberman, with Joseph Hirsch & Son, Louis Leopold, of John Leopold & Son, Theo. Byxbee, with the Florida Tobacco Co., and Chas. W. Salomon, of the De Florida Tobacco Co., all of New York.

D. E. Salomon, of Wm. Dittenhoefer & Co., Philadelphia, was also among the Reading manufacturers last week showing samples of some old Connecticut Havana Seed light wrappers.

J. G. Neithamer, of the N. & N. Cigar Co., has just returned from a business trip through the coal regions, and reports having had a very satisfactory trade in Wilkes-Barre, Scranton, Carbondale and other places.

A. J. Goldsmith & Son is the name of a new firm which has recently begun the manufacture of cigars at 722 Linden street, Allentown, Pa. The firm consists of A. J. Goldsmith who was for five years with the Victor Thorsch Company, and his son Joel who was also with the Thorsch company for several years as foreman, while still a younger son, Martin is also learning the business, and will be taken into the firm upon coming of age. The firm's brands are already well known locally, and the company feels decidedly encouraged with the present outlook. In the five cent grades the following brands are made: Sporty Boy, Goldies Special and Malka. The James Granger brand is made in both five and ten cent sizes, while the Lord Hershell will be the leader in ten cent goods. The firm has adopted decidedly neat and attractive packages in which to put out its goods.

ENGLISH TRUST WILL PAY OVER $5,000,000 IN DIVIDENDS

The Imperial Tobacco Company, of London, Eng., which has an issued capital of more than $75,000,000, decided this week to recommend payment of a dividend of 8 per cent. on the deferred ordinary shares, which will absorb more than $2,000,000. This means that considerably more than $5,000,000 will be paid by the company in dividends and debenture interest. The sum of $1,250,000 is to be placed to the general reserve, and $835,000 carried forward.

—Swisher Bros.' cigar factory, at Newark, O., has been destroyed by fire, with a loss of $40,000

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M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

W. H. Snyder & Co.
Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
Cigars
Correspondence invited with the Wholesale & Jobbing Trade only

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
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Also, All Grades of
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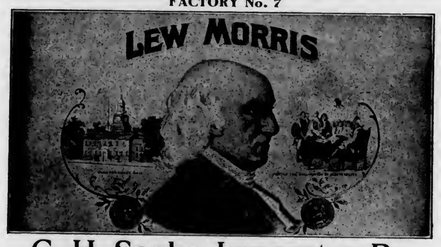

G. H. Sachs, Lancaster, Pa.

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Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

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Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

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CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

E. G. WILLIS,
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Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
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CORRESPONDENCE SOLICITED.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

ist if she bruised her knuckle. When she had another little period of illness he neglected his business to take her to some expensive resort and look after her.

"He reached a point where he wasn't saving a cent and his business wasn't improving. Perhaps his wife might have helped him, but she simply didn't know how. She had been brought up to give no thought to where her material comforts came from and she didn't.

"There came a rather tight spell, and George, tied up on his collections, ran a little behind on his own payments. He wouldn't stint his wife even if he had to stand his business creditors off for a while.

"There wouldn't have been any trouble about this, for at the time collections were bad all around, except that George's case seemed particularly inexcusable. He presented the picture of a man who has access to his wife's independent fortune, who squanders money on luxuries and lives in high style, yet doesn't want to pay his bills when they were due.

"I heard one of George's customers say one day: 'I tell you, the worst thing that man ever did was marry money. He was a hustler and he had a splendid chance before him; since then he hasn't wanted to do anything but spend his wife's money.' I didn't know much better myself at that time, so I wasn't in a position to say anything.

"Some of the talk got to George's ears, but he scorned to make any statement to set things right. His wife's health didn't improve, and like some invalids she was always wanting some expensive thing. I know now, that George was often at his wit's end to get the money to supply them.

"His customers drew away from him because they didn't care to deal with 'that kind of a man', and so it went on until the end. It's funny you didn't hear about it. His wife died and his business went entirely up in the air at about the same time. He spent everything he could realize on her funeral.

"Of course there wasn't any will and the trade soon got wise to the fact that his wife hadn't left him anything. One infernal skate to whom George owed a matter of $30 met him on the street one day and taunted him with having blown in all his wife's money while she was alive and brought himself to a position where he would have to hunt some real work. I guess it was the last straw for George got most awfully drunk and stayed that way for two weeks. I ran into him near the end of it and he looked like an old man.

"He was so broken up that he told me the whole story, but after he got started I think he told it to himself, because I don't believe he remembered I was sitting opposite him. His wife had got about $400 from her father and right after they were married George had suggested that she let him bank it for her. He got her a check book and told the bank to inform him, whenever the account was overdrawn. His wife never thought of keeping tabs on her balance and she drew on that $400 all her life. That's the story of poor George who married his wife for her money."

I didn't say anything after he stopped talking. I was wondering for the thousandth time why these tragedies must happen to some men and not to others.

THE OLD SALESMAN.

WISCONSIN GROWERS MEET.

Madison, Wis., Feb. 9.

After passing a resolution against the Philippine tariff bill today, the Wisconsin Tobacco Growers' Association elected the following officers: President, Captain John M. Estes, of Stoughton; Secretary, A. L. Fisher, of Janesville; Treasurer, F. W. Koon, of Edgerton.

—John E. Bennett, of Oneida, N. Y., has filed an application in bankruptcy. His assets are nothing, and his liabilities amount to $1,686, most of which is owed to people in this city. Mr. Bennett was one of the organizers of the Bennett Cigar and Tobacco Company, and had since been engaged in the business on his own account.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
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116-122 E. 14TH ST. NEW YORK.
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CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
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CIGAR BOXES
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OHMIT & KRAFT
Manufacturers of
FINE CIGARS
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East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs — Engraving Embossing
H. S. SOUDER
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CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
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A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
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Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

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MANUFACTURER OF
Cigar Boxes and Cases
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Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.

THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

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Manufacturer of

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Manufacturer of High and Medium Grade

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Le Droit Building, WASHINGTON, D. C.

CORRESPONDENCE SOLICITED.

WISCONSIN TOBACCO MARKET.

Edgerton, Wis., Feb. 9.

The receiving of the tobacco crop is still absorbing the entire attention of the packers and it is being carried forward as rapidly as storage facilities will permit. So far, good roads have favored the growers in bringing their product to market, and the leaf has been so generally satisfactory in packing condition that very few cases of deductions or docking have been reported. Warehouses have been crowded with packings to their full limit at all the packing points. This market is furnishing employment to upward of 1,200 hands whose pay roll exceeds $10,000 weekly, with good prospect of a long season's work.

The search for old leaf continues in every nook and corner, but very little is to be found outside of a few large holders. L. Weil & Sons of New York succeeded in purchasing about 600 cases lately, mainly in small lots obtained from local packers in Edgerton, Janesville and elsewhere.

Shipments, 752cs.—Tobacco Reporter.

PATENTS RELATING to TOBACCO, Etc

812,047 Match box; Robert E. King, Beaufort, N. C.

812,175 Sheet metal pocket box; Isaac J. Marcuse, assignor to R. A. Patterson Tobacco Co., Richmond, Va.

811,942 Cigar for asthma; Aaron Mendelsohn, San Francisco, Cal.

812,064 Cigar retainer and cutter; Samuel P. Miller, Boston, Mass.

812,152 Machine for making all-tobacco cigarettes; Alfred H. Randall, Jr., assignor of one-half to P. D. Harton, Philadelphia, Pa.

You Are Losing Money.

HOW?

Bad Accounts.

Charging them off to profit and loss.
Paying Collection Agency Fees.
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"Do-It-Yourself"

The "Do-It-Yourself" collection outfit is a system whereby you collect your bad accounts **Yourself**, and do it in the same way that it is done by Collection Agencies —only **Better** WHY?

It is a better system; It is easier to operate; It keeps the accounts in **Your Own Hands**; It brings the money to **You**; It Saves Collection Agency Fees; It Saves Membership Fees; It Saves getting into the hands of unreliable agencies.

Price $1.00, Postpaid.

Each outfit contains everything necessary to collect fifty claims. **Money Refunded**, if on receipt you are not perfectly satisfied. **Order Today.**

United States Collection Agency,
152 Lake St. CHICAGO, U. S. A.

Agents wanted everywhere. Write for proposition.

LIVERPOOL TOBACCO REPORT.

Parry, Crosbie & Co.'s Circular reports for January:

	1906	1905
Stock in warehouses Jan. 1,	hhds. 117,901	126,259
Imported during month,	3,923	4,390
Total,	121,824	130,649
Deliveries in month,	5,857	4,184
In warehouse Jan. 31,	115,967	126,465

A fair business was done in January, chiefly in Western Leaf and Strips, while Virginia Brights were taken only to a moderate extent.

JAMES A. ALLEN

Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
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GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.

WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

This Building For Rent.

Located at Stevens, Lancaster county, Pa. Has been used for cigar manufacturing purposes for some years. Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna. 1-10-t

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Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

OLDEST MANUFACTURERS OF

PEACH and PRUNE {ESSENCES

Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855

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METAL EMBOSSED LABELS — METAL PRINTED LABELS

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238 Arch Street, Philadelphia.

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Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

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FOR SALE BY ALL DEALERS

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Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
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J. F. SECHRIST, Proprietor,
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FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
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Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

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Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

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Importers and Jobbers of...
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The **ARCHON**
Formerly Ten Cents, Now **Five**
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Distributors Wanted Everywhere

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Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

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PHILIPP J. KOLB
WILLIAM J. LENAGAN.
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IDLE HOUR

1⅔ Ounces, Ten Cents.

A New Sliced Plug
An ideal smoke; equal to anything imported, and superior to anything made in America.
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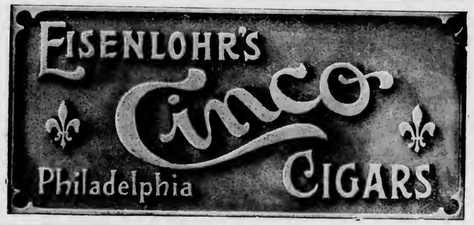

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Cigar Manufacturers
York, Pa.

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FLORIDA TOBACCOS
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CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
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(NICKELBY, 5c.)

MANETO CIGAR

GUMPERT BRO'S.
Manufacturers

114 N. 7th St.
Philadelphia

If there's a Sumatra wrapped cigar on the market as good as the **JOHN HAY,** frankly, we don't know it. Clear Vuelta filler—no combination. The finest workmanship. No wonder the **JOHN HAY** is the finest of its class. We'd be delighted to send you samples.

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STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEYWEST CIGARS
DUNCAN @ MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

IF YOU WANT to be in HAVANA
Smoke
CAMELA
5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
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Seal Cigar Factory,
2203 South Street, Philadelphia,
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Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GLOOMY OUTLOOK IN CUBA.

Representative Sleeper Tells of Great Damage to Growing Tobacco.

Washington, D. C., Feb. 16.

The following additional report has been received by the Bureau of Commerce and Labor from Charge de Affaires Sleeper, at Havana concerning the great damage to the tobacco crop in Cuba:

The past history of the tobacco-growing industry records no such general destruction of a tobacco crop as by the torrential rains recently. Leading planters declare that not more than from 30 to 35 per cent of the regular harvest will be reaped, and that the quality of the leaf marketed will be very deficient in quality. The number of bales of tobacco in 1905 was 469,328, while the 1906 estimate is 160,000 bales. The latter figure will be further reduced, because the acreage in tobaccco is not so large. That the 1906 crop will hardly supply even local needs is evident by the fact that Havana cigar factories alone require 100,000 bales yearly. The American smoking public will first feel the effects of the consequent higher prices because of the preference for the "green cigar," while European smokers value more the "seasoned cigar." The American preference therefore necessitates fresher stocks by manufacturer and dealer.

Appeals to the Cuban Government have come from all parts of the afflicted districts. The remedy most in favor is to render both direct and indirect aid to the devastated districts. It is proposed to execute a system of public works that will prevent a recurrence of the overflow of the rivers so destructive in some districts, in addition to giving employment to many hands that usually find work in the tobacco fields. The outlook is extremely gloomy, and the scarcity of "seedlings" blights the last hope of the early recouping of the losses suffered.

CIGAR STRIKE SETTLED.

Girls Are All Back at Work and Peace Now Reigns.

San Antonio, Tex., Feb. 11.

All of the sixty girls who have been on a strike at the Finck cigar factory on West Houston street have returned to work. A settlement between the strikers and the management has been effected. The trouble grew out of the employment of Mexican girls, to which the white girls objected. Now, however, matters have been adjusted satisfactorily to all concerned and no further trouble is expected.

VIRGINIA GROWERS ELECT OFFICERS

Danville, Va., Feb. 15.

At the annual meeting of the Tobacco Growers' Protective Association of Pittsylvania county, held Monday in Danville, the following officers were reelected: J. A. Reagan, President; J. C. Blair, Vice President; W. C. Moorefield, Secretary and Treasurer, and J. M. Hubbard, chaplain. The election of county organizer was postponed.

EVIL OF PHILIPPINE BILL.

Chicagoans Meet and Pass Vigorous Resolutions Against It.

Chicago, Feb. 17.

Resolutions of protest against the passage of the Philippine tariff bill, creating free trade between the Philippine Islands and the United States, were adopted by the combined cigar and tobacco interests of Chicago and the entire country at a meeting held in the Atwood building.

The various associations of manufacturers and importers and cigarmakers' unions, agreed that the passage of the bill would be tantamount to a direct repeal of the Chinese exclusion act. While it would not in any way permit the Chinese to enter this country, they say it would enable them to manufacture cigars in the Philippines and export them to this country to be sold at prices that would eventually destroy the American cigarmaking industry.

Copies of the resolutions will be forwarded to President Roosevelt, Secretary Taft and every Senator and Congressman. The resolutions are as follows:

Resolved, That we, the representatives of the various branches of the tobacco industry here assembled, for reasons given before the ways and means committee and the Philippine committee of the Senate, which are contained in the official records, vigorously protest against this bill becoming a law in its present form, as it is absolutely unjust and will work havoc to this great industry, and we demand an amendment which will adequately protect our interests.

Resolved, That these resolutions be printed and sent to the President of the United States, members of the Senate, and of the House of Representatives, and the press.

The meeting was attended by Matthew Wengler, of the National Cigar Manufacturers; Chauncey Randall, President of the Independent Cigar Manufacturers' Association; M. W. Diffley, Preisdent of the Cigar Dealers' Association of America; Edward Kolman, of the Local Cigar Dealers' Association; L. M. Crump, Vice President of the Chicago Leaf Tobacco Growers' Association; Charles Waxelbaum, New York representative of the National Leaf Tobacco Merchants' Association; George W. Perkins, President of the International Union of Cigarmakers; A. E. Adeloff, representative of the local union of cigarmakers, and Isadore Latzar, President of the Independent Tobacco Company of America.

ACTIVITY IN WISCONSIN.

Warehouses Have Hard Work Caring for Incoming Tobacco.

Janesville, Wis., Feb. 17.

Julius Marquisee, of New York City, has been in the local market and picked up two of the last large lots of tobacco that will be sold out of southern Wisconsin until along next September when the 1905 packing has come through the sweat and is ready for the market. His purchases were: one thousand cases of 1904 leaf from McGiffin and Fifield and is reported to be about their entire packing; and a thousand cases from George Decker.

There is a tendency on the part of the tobacco grower to rush in his tobacco this season. Many contracts call for delivery "about January," but these agreements were made on the supposition that a season of easing weather would be experienced in December. However, this desired condition of weather did not arrive this winter until January and consequently the handling is about a month behind the usual schedule. Now many growers, anxious only to rid themselves of the crop and secure their money, are bringing their green leaf faster than the warehouses can handle. Tobacco in the bundle cannot be stored or piled up until the warehouses are ready to assort, for the sweat would set in. Naturally the dealers are urging the growers to be patient and it is believed the that latter will heed the request. The year was a good one for the producer, the crop being up to the standard and the prices secured being above those of many former years.

The warehouses at Edgerton are also in full swing, and few of the dealers have as many table hands at work as they desire or could use.

The tobacco is in the best of condition for running over the tables. It is light in weight but in sound condition, with but little pole-rot, fat stem or other damage found in most seasons. The leaf is of good length. Quite a quantity of the filler grade appears but these are of such a quality as to make good property. The condition of the crop makes handling easy and assorters are making good wages.

The leaf prices paid the grower for the 1905 crop have been the best in years and will probably average about 9 or 10 cents per pound. Many crops sold as high as 12 cents and some of the later sales have reached the 16-cent mark. The light weight of the tobacco, however, has brought the total price per acre down in most cases to about the same as in other years. Most growers will realize $100 or over per acre for their crop. The scarcity of available old stock in the dealers' hands and their activity in obtaining control of as large a quantity of the new goods as possible, along with the good condition of the crop, has made things go without friction at receiving time.

MUCH TOBACCO BURNED.

Swisher Bros' Factory in Newark, O., Destroyed by Flames.

Newark, Feb. 15.

A fire, which originated in the Swisher Brothers' cigar factory here burned the building and stock, causing a loss of between forty and fifty thousand dollars. The wholesale establishment of J. F. Cherry & Co., dealers in cigars and stogies, which occupied one floor of the building, was also badly damaged. Their loss will reach $15,000, being partly covered by insurance.

It is said 8,000,000 cigars and stogies were destroyed by the fire and water in the Swisher factory. A member of the firm stated that there was a large quantity of leaf tobacco which could not be replaced at any price, and other stock had gone up 100 to 400 per cent.

SLOT MACHINES MUST GO

Cigar Stores Stripped of Them in Indianapolis.

Indianapolis, Ind., Feb. 17.

The police of this city have according to instructions ordered out all the slot machines and games of chance contrivances in the cigar stores, saloons, etc., in this city. This will make a big difference to the cigar dealers, as all of them have to go, even the kind that enables the patron to get his money's worth and a chance of something more.

The schemes and devices have increased to such an extent that the police find they are unable to distinguish the good from the bad. Many of the devices which appear to be harmless have proved to be gambling games which are used when the police are not around. One of them in particular is a cigar machine containing a wheel with a series of numbers.

During the last few months agents have flooded the city with a dozen or more kinds of cigar machines, many of them of a kind that can be used for gambling. Raffle boards have made their appearance in hundreds of stores, and with the other games of chance the police find themselves bewildered. As the result of this all kinds of devices will have to be removed. The patrolmen were instructed to notify all keepers to get rid of them without delay, otherwise arrests will be made.

CAN'T KILL CIGARETTE HERE.

Chicago Council Will Not Pass Miss Gaston's Ordinance.

Chicago, Feb. 17.

Miss Lucy Page Gaston's anti-cigarette ordinance introduced into Council has not met with favor and was laid on the table by the Council Judiciary Committee. Alderman Werno informed the committee that the new city code already prohibits minors from smoking cigarettes in public and subjects them to be arrested, although none of the aldermen had penetrated the mysteries of the new code sufficiently to discover this.

Corporation Counsel Lewis gave an opinion that the city has no power to prohibit adults from smoking cigarettes, consequently the aldermen felt there was nothing to do but place the ordinance on file.

Miss Gaston was not present to urge its passage and there was no one to champion the drastic law, which provided that cigarettes could be sold only in original packages.

STUDY TO IMPROVE CANADIAN CURING.

Toronto, Feb. 19.

Hon. Nelson Monteith, Minister of Agriculture, is arranging to have experiments carried on this year at the experimental station, Ruthven, Essex county, in tobacco culture.

Special attention will be paid to the matter of curing, which is the weak point in the production of manufactured Canadian tobacco, the leaf being all right. Tests of different varieties will be made.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
LB S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of HAVANA and SUMATRA SEED LEAF TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. • PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

DIPLOMACY IS THE REAL GAME.

"It seems to me that nearly every day now I hear of another manufacturer or jobber attempting to work up a mail order scheme to try to sell his cigars or tobacco," said a prominent retail dealer the other day, as I entered his place. He greeted me warmly and handed me a broken stogie which positively rustled.

"O, sir! give these meditations to th world!" said I, passionately. The dealer eyed me viciously.

"Well, if my conversation is any worse than the brand of hot atmosphere which you distribute undiluted to the trade free, gratis and for nothing, I will cut my prices in half.

"What I was trying to bring to your notice," continued the dealer, "was the fact that so many declare this mail order business to be a big corner. I think I am a little peculiar in some things, and no manufacturer or jobber could catch me by mail if I didn't want to buy his goods. But I take off my hat to the diplomatic salesman.

"One of them got by me in the neatest way imaginable not long before you came in, and though I still declare that I didn't need the goods I ordered, I have no regret at the purchase, because I so much admire the man's method of working. When I say I am a little peculiar about buying I mean that after years of study I have got the replenishment of my stock down to a science. I keep tabs on what the market produces and buy new goods only after watching them carefully and deciding that I can sell them readily."

"You recite fine," said I, enthusiastically. The dealer handed me a match, with which I promptly picked my perfect teeth.

"This fellow who came in here this morning," he continued, "caught me, intentionally or not I don't know, at a leisure hour. How he did it I don't know, but he got over to the counter in front of me and set his case down without my noticing it.

"He bought a good cigar, leaned lightly on the counter and commenced to talk. He was a new one on me, and foxy as I am, I sized him up as a layman. He got around to the subject of good and poor cigars, which of course is not unusual in a casual customer, and I thought how well informed he was.

"But it seems he didn't know everything, and he asked me deferentially about two or three little matters.

"Somehow, and I don't in the least realize how, we were soon in friendly argument about the best selling cigar. It wasn't really an argument, either, because I agreed with him heartily as to what sort of cigars are the best to stock."

"Do you mind if I sit down a little while," begged I, plaintively. The dealer, his nose in the air, paid no attention.

"He got that case of his up before me, and in the most matter of fact and natural way was showing me what he meant. I felt so cheap at having been fooled that I tried his samples and admitted the truth, that they were good smokers and nearly all he said.

"After that I simply hadn't the nerve to turn him down when he got around to his order book, and I gave him a nice little order. Of course I wouldn't have bought inferior stuff, but I wouldn't have bought anything of him if he hadn't got around it in such a diplomatic way, leading me along by slow degrees. I watched him suspiciously, but not once did he give the slightest sign that he knew he had worked me. As I said, I don't regret the transaction, and take off my hat to the chap."

I awoke suddenly. "Would you mind repeating that seven minutes back," I said. He waited on a customer, and came back.

"Contrast such a fellow as that with the guy who comes in, says his little speil and meekly fades. Such salesmen are dead easy meat for me, and there are more of them on the road to-day than you would believe. Many manufacturers believe it is economy to save money on their drummers, and so are unwilling to employ the right class of men.

"One of that sort was in here yesterday. I had never seen him before, but I spotted him the minute he reached for the door handle on the outside. I assumed my famous frozen face. Now, there isn't anybody who is willing to be more affable to the fellows on the road than I am—after I have turned them down, if I am going to. But if you get hearty with the salesman, knowing all the time that you aren't going to use his goods, you have a lovely time getting him out of the place, convinced that there is nothing doing.

"This fellow came in, perceived Sty-

(Concluded on page 7.)

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street, 501 & 503 Commerce St., Philada.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

SNOW KILLS TRADE

"THIS means bad business and less profit," remarked a cigar dealer with a scowl the other day as he watched the snowflakes flutter by the window.

The dealer went on to demonstrate what he meant. "See that fellow hustling along there," he said, pointing to a pedestrian who had his coat collar pulled well up about his ears. "Every evening for two or three weeks he's been stopping here and buying a cigar on his way home from the office.

"He's not the only one, and it's the same way with all of them. As long as the weather is warm they like to stroll home at evening smoking a good cigar along the way. But let it turn a little cold and it's no strolling for them. They want to get home then as quick as possible, and they don't want to 'monkey' with any cigar along the way, either.

"Warm weather is the greatest inducement for a brisk trade. In warm weather the average tobacco user will consume more cigars and tobacco of all kinds than he will in cold weather."

One dealer, who has probably more cigar stores than any other man in town, summed up in dollars and cents the effects of the warm weather on business. After closing up his books at the end of last month he estimated that the volume of business had been fully 10 per cent greater than it was in January, 1905. He refused to state just what line, whether cigars or smoking tobacco or chewing tobacco, had showed the greatest increase, but he believed that a conservative estimate on the general increase would be 10 per cent, he said.

"You might imagine," he commented in discussing the subject, "that more cigars and tobacco would be used in cold weather, because then the men would sit around the fire and naturally would use more of the comforting weed. Possibly some men smoke more in cold weather. The bachelor who sits in his room without any one to disturb him can give free play to his smoking ability, but not so many men are bachelors.

"Wives have something to do with the amount of tobacco used, and while some women are more liberal in their views, it isn't every husband who has a real comfortable time when he tries to smoke at home. As a result many of them spend the cold night at home 'cigarless.'

"On the other hand think of the inducements the warm weather affords for smoking.

"'I believe I'll walk home to-night,' says one fellow as he closes up the day's work at the office. The next thing is a cigar, which he puffs leisurely as he makes his way homeward. It's probably the same thing in the morning. It's the same way with the great army of tobacco users. They don't always admit that they're walking to get to smoke the cigar. Often they persuade themselves into believing that they need the exercise, but it's the cigar just the same.

"Then that isn't all," continued the dealer who felt good over his month's profits and therefore didn't hesitate to discuss the business in general. "Think of the long strolls on Sunday afternoons in nice weather. Then it is that the young fellow who goes out walking with his 'best girl' feels that a cigar is a necessary element. It's the same way when he goes driving; he wants a cigar. Warm weather makes good business and there's no doubt of it."

* * *

WOULD BE GOOD CUSTOMERS IF THEY HAD MONEY.

"NO man is fonder of tobacco than an Eskimo," said an arctic traveler. "The Eskimo depends for his tobacco solely on the white man. For a pound of it he would sell his oldest son.

"It is odd to see an Eskimo smoke. He chops his tobacco fine and mixes it with chopped willow twigs so as to make it go further. Then he cleans out with a picker of bone the small stone bowl of his pipe, and then he plucks a lock of hair from his deerskin suit and rams it down in the bottom of the pipe bowl so as to prevent any of the finely chopped tobacco from escaping into the stem.

"Finally he lights the pipe and smokes it in a swift series of long, strong puffs so that there may be no waste. Each puff is inhaled deep down into the lungs, and the first puff's smoke is still streaming from the nostrils long after another puff has been started. There must be, you see, no waste. There must be none of that vain combustion of tobacco without benefit to the smoker which goes on continually among us.

"Often the most experienced Eskimo will smoke so hard and fast that tears will stream from his eyes, he will cough violently, and sometimes vertigo and nausea will seize him."

* * *

SELLING GOODS.

WHEN a customer comes in, don't, whatever you do, drag yourself out of the chair as though you were disturbed from a rest, but jump up and greet him as though you were really glad to wait on him. Act so he will ask for you the next time he comes to the store. The salesman who is constantly being asked for by customers never has to worry about a job.

Don't be stiff and act or feel as though you were far the mental superior of the customer. If you do no sale will result.

Just for the sake of argument, let us take all the successes in your city, no matter what line they are in. Do they advertise?

The public, somehow or other, seem to be able to read between the lines. If your ad. is not truthful they will not respond.

It takes more than a mere cut to attract the eye to make your ad. pay. There must be solid, honest store news of good values behind it.

Never underrate the intelligence of your customer. He may know more about the article you are showing than you do.

Post yourself on every article you are expected to sell, so you can talk convincingly and knowingly. That is what sells goods—convincing talks. Never mind the price; that will take care of itself.

* * *

COMPETITION met by methods of deception and falsehood will always yield its influence to the truthful and sincere. There is quite a difference between a lie published and the lie spoken by word of mouth; both are morally reprehensible, but the published lie is an appeal to the many. It is more brazen when staring you in the face through cold type. It has been remarked:

"My competitor lies and I must lie to keep up with him." Only weak-minded men think so; the strong, the wise, and the sincere do not meet competition in that way. They forge ahead in the lines of honesty and sincerity, knowing that their lying competitors will hang themselves if given rope enough.—Tobacco.

* * *

DON'T KNOCK YOUR CUSTOMER.

A PERTINENT question is brought up by the Canadian Cigar and Tobacco Journal, which may be a word in time to a good many dealers. The article says:

Does it pay a proprietor of a business to "knock" people either in the shop or out? Will it redound to his credit if he makes some of his customers a subject of ridicule to others? Isn't it an undeniable fact that every man has a good many friends that are reached through and influenced by him, and that the treatment accorded to him will reflect itself in them? Some tobacconists feel it their duty to object, and to voice their objections in no uncertain manner, when someone by chance holds a different idea than their own. This is not only bad business but a worse policy to pursue. The merchant who is heartily desirous of making the best of everything at hand and of making his shop a power and a success must do all he can to win every man who enters for a friend, and we all know friends are certainly not made by "knocking." Without a doubt there are times when certain exasperating persons in their eccentricities (?) are insufferably provoking, but even then the greatest care should be taken not to offend or hurt their feelings, as their friendship and good-will may in time become of true value to the tobacconist.

* * *

TOBACCO PIPES USED IN BELL.

THERE is a bell at Tokio, Japan, which is made from tobacco pipes. So says the legend inscribed around the outside in four languages, English, French, German and Japanese.

The English version runs as follows:

"This bell, cast in the city of Tokio, Japan, December 10, 1892, by Tsuda Sen, is made from the metal of tobacco pipes of more than a thousand men, once slaves, now freemen."

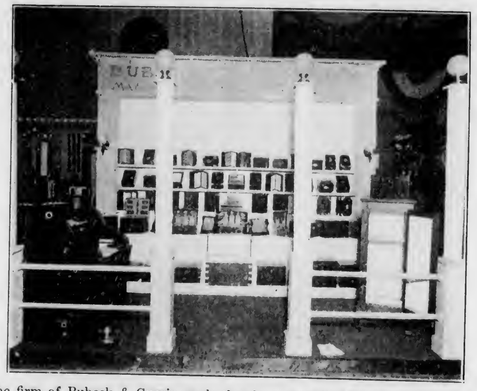
The story is that in 1892 a woman missionary from America waged war on tobacco smoking and persuaded over 1,000 men to forswear the habit. They therefore had no further use for their metal pipes, which were melted down and cast in the form of a bell. The metal resembles bronze and the bell has a pleasant musical ring.

* * *

TOBACCORETTE.

H. C. WILLIAMS, of Montinez, Cuba, has sent to a member of the trade in this country a specimen of "tobaccorette," a tiny species of tobacco grown there. The leaf is barely one inch long. Tobaccorette brings $300 a pound, but it is a very troublesome, expensive crop. Mr. Williams has 15 acres of it.

BUBECK & GUERIN'S HUMIDORS.



The firm of Bubeck & Guerin made the above neat display of their Humidors, Moisteners, etc., at the recent New York Tobacco Show, and attracted much favorable attention.

mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he have never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

gian gloom writ deeply on my features, and was set back at the start. He pushed his little case up first thing, and commenced to slide out his talk. He wasn't one-quarter as good as a well written appeal by mail, and not a thing he said came anywhere near to interesting me. After he was all through, of course knowing that he had made no good impression, I told him in an unmistakable way that I didn't want his goods, and wasn't in the habit of buying new brands in such a sudden way. Then got more pleasant with him. He left in a nice humor, but he didn't have any order.

"There never was a time when I didn't dominate the situation, or when the salesman had the faintest chance of convincing me."

"But all dealers have not your splendid force of mind," said I, surreptitiously reaching for a ten cent cigar.

"Now that's odd," exclaimed the dealer. "The salesman I bought from said the same thing." I grinned at him and he flushed a little.

"Oh, I know that a little of it was blarney," he said, "but it sounded good all the same, coming from a man of brains. And I know I'm no fool." Just then he turned to me savagely:

"Say, you can't sleep in here with people coming in all the time."

I went out and slammed the door. But he is right. That's how I made my success; for if there has ever been a more diplomaticer salesman on the road than myself he certainly kept under cover.

THE OLD SALESMAN.

—Editor F. W. Coon, of the Wisconsin Tobacco Reporter, was last week elected treasurer of the Wisconsin Tobacco Growers' and Dealers' Association.

NEW THINGS FOR THE SHOW.

Exhibition in Madison Square Garden Will be a Hummer.

New York, Feb. 19.

The American West Indies Trading Co. has taken one thousand square feet of space at the Tobacco Exposition to be held in Madison Square Garden, September 3 to 15. The Company will put up a building representing a street scene in Havana with a tower 40 feet in height which will no doubt be the center attraction at the Garden.

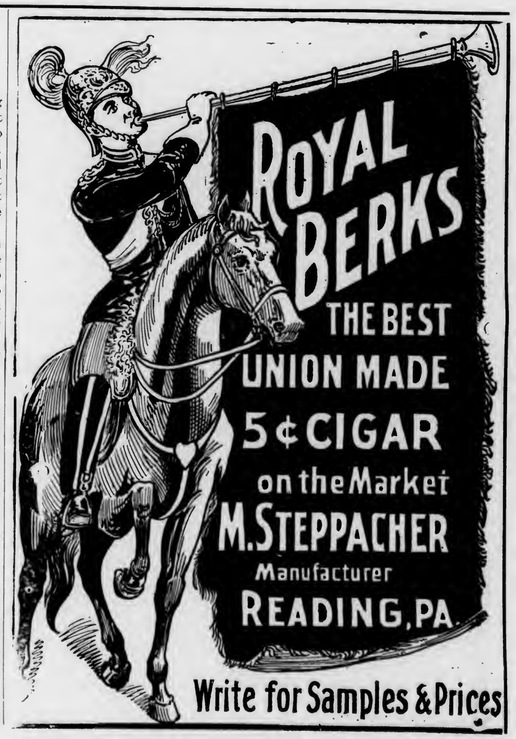
The Cayey Caguas people have taken a large space and will build a castle representing Porto Rico; they will also present to each visitor a clear Porto Rico 10 cent cigar. The management is now figuring on an average attendence of twenty to twenty-five thousand a day which will give some idea of the vast amount of cigars they will distribute free.

One of the attractions already engaged for the show is an Indian Band of twenty pieces; more than one-third of the space at the Garden is taken and the success of the affair is assured. The Agriculture Department at Washington will also make a handsome display.

HAWAII WANTS TO LEARN TO GROW TOBACCO.

Washington, Feb. 18.

A delegation of Hawaiians visited the Agriculture Department and talked with Secretary Wilson regarding the advisability of sending a tobacco expert to Hawaii to teach the people how to raise tobacco. Not having any such expert available, it was agreed that Hawaii should send a representative here to study tobacco growing, and Secretary Wilson promised to assist him in every possible way to that end.



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S en C
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Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FEWER BUYERS IN HAVANA, BUT PRICES ARE HIGH.

Prospect is that Market Will be Bare of Stock Before the New Crop is Ready for Use. Prices are Generally Expected to Reach Exceptionally High Figures.

(Special Correspondence of The Tobacco World.)

Havana, February 12, 1906.

Business during the past week has been less active owing to the small number of buyers in town, as well as owing to the reduced holdings of desirable leaf in our market. While the buyers have been willing enough to invest, and have made very fair bids, it seems however that the few sellers were less disposed to let go their holdings. The remaining stocks which have any value at all will undoubtedly disappear long before any of the new crop can make its appearance in our city.

The less said about the new crop at this stage of the season, the better, as all prognostications are based upon the atmospheric conditions, which may either increase the quantity or vice versa.

That prices, even under favorable circumstances, well rule very high appears to be the general and universal opinion, and as an illustration of this fact I may cite the following occurrence which has come to my knowledge; a farmer in the Remates district who had some libra de pie (ground leaves) to sell, was offered by the first buyer who came along $25 per qq. for the leaf in bundles, which offer was refused. Buyer No. 2 went $10 better upon the previous offer, and still the farmer thought he could obtain more for his goods. Finally, when buyer No. 3 made his appearance, the farmer asked him $45 per qq., the buyer did not hesitate to pay this figure, and the bargain was concluded.

As in ordinary times this class of tobacco is sold in the country for from $10 to $15 per qq. it shows the tremendous rise which has taken place in the Vuelta Abajo.

Sales

amounted to 2,739 bales during the past week, and consisted of 1,225 bales of Vuelta Abajo, 516 of Partido and 998 of Remedios. For the American market 2,156 bales were bought, and 583 bales were taken by the local manufactures and speculators. Besides the above transactions, the American exporters have done some fair business, which, however, is not reported.

Buyers Come and Go.

Arrivals: From New York—Morris J. Levi, of Levi, Blumenstiel & Co.; F. Fonseca, of F. Fonseca & Co.; R. Cameron, of the Waldorf-Astoria Segar Co.; S. Ruppin; Louis Cantor, of L. Friedman & Co.; from San Francisco—H. D. Gerdts, of Frankel Gerdts & Co.; M. H. Esberg and G. Simond, of M. A. Gunst & Co.; from Tampa—E. J. Stachelberg, of M. Stachelberg & Co.; Henry Rosenthal, of El Nacional Cigar Co.; from Philad'a—E. J. Wallis, of M. J. Dalton & Co.; from Boston—J. E. A. Blais, of S. S. Pierce Co.; from Hamburg—Alfredo Meyer.

Departures: For New York—Isidro Menendez, Harry Josephs, E. P. Cordero, A. Winterberg, Allie Sylvester, Max Stern, Leonard Friend, Morris J. Levi, S. Ruppin, Louis Goldberg; for Chicago—William Paely; for Philadelphia—Emilio Nunez, Manuel Lazo.

Havana Cigar Manufacturers

are doing well, especially the independent factories, which seem to be particularly favored with handsome orders from the United States and Great Britain.

Shipments per steamer Morro Castle were 3,652,111 cigars.

There are quite a number of cigar importers here from London and New York, who are placing substantial orders with the independent manufacturers.

H. Upmann & Co. shipped half a million cigars during the past week, and their H. Upmann factory is working to its utmost capacity.

Partagas is extremely busy also, having a very large order slate to be filled. The firm of Cifuentes, Fernandez & Co. will continue as heretofore, although the two principal partners are only Don Ramon Cifuentes and Don Jose Fernandez (Maquila). The nephew of Don Ramon, Manuel Cifuentes, as well as Eustaquio Alonso, have also a full interest in the firm, sharing in all profits or losses.

Por Larranaga is working with full forces, having excellent orders from the United States and the United Kingdom. Don Antonio J. Rivero, the manager, has reason to be proud of the success which he has met with since he has been at the helm of this factory, as the sale of Por Larranaga cigars particularly in the United States, has increased materially.

Ramon Allones and Cruz Roja has no change to report from last week, as business continues extremely good for this season of the year.

Sol.—Don Carlos Behrens' efforts to increase his business with the United States have prospered, as Sol is constantly in receipt of increasing orders from that country.

Eden is likewise enjoying the wave

ESTABLISHED 1844
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HAVANA, CUBA.
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SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
Packers and Importers of Vuelta Abajo, Partido and Remedios
Havana Tobacco
165 Front Street, New York
HABANA OFFICE: Neptuno St. 172. Deposito: San Ambrosio Steam

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

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Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — SOL — HABANA — AMAT VICTORIA CURAM — LUIS MARX HABANA

Consulado 91, HAVANA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Co.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba

Sobrinos de A. Gonzalez

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Almacenista de Tabaco en Rama

Remates a Specialty

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Packer and Exporter of Leaf Tobacco

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AVELINO PAZOS & CO.

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Cable: OSELEVA. Habana

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

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Packers and Exporters of Havana Leaf Tobacco

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Special attention paid to tobacco suitable for the American market.

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Specialty in Vuelta Abajo, Semi Vuelta y Partido,

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SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cantamo" HAVANA, CUBA.

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Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

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POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero

PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

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P. O. Box 374, HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

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Sobrinos de Venancio Diaz,

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Havana Leaf Tobacco

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Cable: "DOWALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

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COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." Habana, Cuba.

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Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

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Cable:—REFORM.

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VONEIFF Y VIDAL CRUZ

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Specialty: Vuelta Abajo and Partido

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J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

of prosperity with the rest of the independent manufacturers.

Buying, Selling and Other Notes of Interest.

Muniz Hnos .& Co. bought last week one packing of Partido, about 400 bales, for which they paid $50,000, so it can be imagined that the tobacco must be extremely fine.

Loeb-Nunez Havana Co. were sellers to the exent of 800 bales of Remedios to their Northern customers. Governor Emilio Nunez left last week for the United States, to see his partners in the Loeb-Nunez Havana Co., of Philadelphia, and also to have a talk with several of their principal customers.

Leonard Friend, who left on Saturday by the steamer Morro Castle, after having been averse to paying the high prices asked for tobacco, finally came to the conclsuion that owing to the small stocks held here there would be no possible chance of any retrograde movement in prices, and so he invested to the tune of about 600 bales. He has only purchased, however, the very finest Vuelta Abajo and Remedios vegas, and among the former there is one particularly large vega of San Luis, which is the finest tobaco grown during the past year in the lowland section of the Vuelta Abajo. Any manufacturer in the United States who is in want of very choice leaf will be able to find such goods with Friend & Co.

Jose H. Cayro e Hijo disposed of 376 bales of Vuelta Abajo and Partido.

S. Ruppin made a stay of three days only, but being a quick buyer, he managed to secure 500 bales of very good tobacco.

Suarez Hnos. turned over 300 bales of Vuelta Abajo.

Don Avelino Pazos returned last week from his short excursion to Tampa, and he says he is going to remain here for some time, devoting all his energies to satisfying the demands of the customers of A. Pazos & Co.

Rz. Bautista & Co. closed out 200 bales of Vuelta Abajo and Partido.

Allie Sylvester and Max Stern, who left on Saturday by the steamer Morro Castle for New York, have done some excellent business buying and selling right here in the market, as well as shipping close on to 2,000 bales to their American customers. George H. M. Wyatt is left in charge of the office here, and will in future represent the firm of Lewis Sylvester & Son in Havana. Mr. Wyatt is too well known in leaf, as well as in manufacturing circles, to need any special mention. It seems that Lewis Sylvester & Son have secured the right man for the right place.

G. Salomon y Hnos. sold 216 bales of Vuelta Abajo and Partido.

Morris J. Levi, of the firm of Levi, Blumenstiel & Co., made only a very short stay, looking principally after the interests of the National Cuba Co., while the buying of leaf tobacco was attended to by h s partner, Aleck Blumenstiel, who has made some excellent purchases of prime leaf. The latter will remain here for some time yet.

J. M. Garica & Co. have closed out 165 bales of Vuelta Abajo and Partido.

Jorge y P. Castaneda turned over 150 bales of Vuelta Abajo and Partido.

Sobrs. de V. Diaz, who received a vega of over 100 bales of Remedios from the country, had no trouble in disposing of same on the day of its arrival.

Don Manuel Lazo left last week for Philadelphia to prepare for the coming campaign as his last season's success was partly owing to his allied interests with the Loeb-Nunez Havana Co.

Receipts From the Country

	Week Ending Feb. 10 Bales	Since Jan. 1 Bales
Vuelta Abajo	132	2,804
Semi Vuelta	—	101
Partido	299	1,096
Matanzas	—	11
Remedios	369	4,119
Total	800	8,131

NEW PLANT FOR MEMPHIS.

Sternberg & Sons Take Over the J. Bugg Concern.

Memphis, Tenn., Feb. 18.

The firm of Sternberg & Sons, of this city, closed its deal with the J. Bugg Tobacco Co., of Pulaski, Tenn., and the entire plant and product of the latter concern has passed into the possession of the local company.

It is the intention of Sternberg & Sons to build a large plant here for the manufacture of pipe tobacco known as the J. Bugg mixture. This building will be about 50 feet wide and 150 feet long and probably will be three stories in height. The site for the plant has not yet been selected. Temporarily, the mixture will be produced on the upper floors of the Sternberg building on Union street. About 150 people will be given employment.

ERNEST ELLINGER & CO.
Importers of HAVANA TOBACCO

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Havana, Industria 160

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141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

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138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

New York, February 19, 1906.

There has been much activity in the leaf market withstanding the high prices asked for all kinds and grades of leaf. I learned of one sale of 150 cases of 1904 Gebhardt at a top notch price made by a prominent Water street concern.

No one seems to be offering any Zimmers for sale; a prominent leaf broker tells me he made an offer of 18 cents marked for a running lot of the 1904 crop but the parties were desirous of holding same for a much further advance.

Connecticut tobaccos are moving fairly well, many of our smaller dealers who purchased same early are selling now and making reasonable profits. As a matter of fact, their resources don't permit them to hold on as long as they feel like doing. The most of the Connecticut tobaccos changing hands at present is principally that of the lower grades.

Owing to the high prices being paid for cuttings of every description, many lots of Porto Rican scraps and cuttings are coming in; for the former the price asked is 12 cents and for the cuttings 15 cents Havana scraps are bringing from 40 to 45 cents and might bring more, were it not for the fact that in some cases it would take a microscope to see the Havana.

Havana prices still remain firm, from 70 to 72 cents being asked for 1st capaduras Remedios and with a tendency toward a much further advance before the next six months are over. Many of our importers going to Cuba, are paying 65 cents in Havana today and the commission merchants and packers on the Island are well aware of the present situation here. I understand that Lewis Sylvester & Son are the largest holders of Remedios in Havana and are reluctant at selling at the present market price preferring to hold same until such time as they think is about proper to sell.

Many packers of Connecticut tobacco are going to their warehouses a few days a week to inspect everything; much of the new crop is being force sweated and is now ready for use. The scarcity of light wrappers is noticeable; the fancy light seconds in many cases are really short light wrappers.

Cigar manufacturers, especially the large factories, are all busy and many of the cigars are being shipped out West. The retailers have been fairly busy, especially in our down town stores and the box trade is improving.

Many of our prominent lithographers, especially those catering to the cigar and tobacco industry are very busy; the cigar band craze has helped this condition considerably. Wm. Steiner, Sons & Co., here, are exceptionally busy and are continually issuing new designs in cigar bands.

Moller, Kokeritz & Co., U. S. agents for the German Lithographic Works of Wiegang Bros., are showing some neat designs of cigar bands through their city representative G. Koetter.

I happened to be in a cigar store the other day when a customer purchased a box of Latakia, a can of Falk's Bird Eye and a package of Havana Clippings. The retailer informed me that this fellow had been buying these tobaccos for a long time and made up his own smoking mixture of them. He claimed he had smoked nearly every kind of tobacco in the market, but nothing suited him like his own blending.

The United Cigar Stores on Wednesday last gave to each customer a souvenir St. Valentine's day post card.

Charlie Schavrein the Seventh avenue wholesale tobacconist made a flying trip to Philadelphia this week.

Samuel J. Devoe, with the Surbrug Co. is doing some effective missionary work here on Grain plug cut and Arcadia mixture.

The Hilson Co. on or about March 1st will place in each package of Hoffman House Magnums a certificate which will entitle the holder who has saved a certain number of the certificates, to a package of those little cigars free. The certificates are redeemable at any retail store. This is where the consumer once more comes in for something free, and the Hilson Co. will undoubtedly get the Magnums into nearly every retail store in greater New York many of them having cut out those goods on account of their going a trifle slow of late.

Mitchell E. Friend with the American Tobacco Company is at present in New Orleans and according to all reports is doing a nice business in that section.

I. Lichtig, Eighth avenue retailer and manufacturer has returned from a brief vacation spent at Lakewood, N. J.

David Prowler, a manufacturer and retailer at 101 West Broadway, has purchased a cigar store on Newark avenue in Jersey City, and will run the same in connection with his old store.

Arrivals by last Thursday's steamer from Havana included M. Levy, of Levy, Blumenstiel Co., Allie Sylvester and Max Stern, of L. Sylvester & Son, L. Goldberg Havana importer 191 Pearl street, all of New York, and E. J. Wallis of the M. J. Dalton Co., of Philadelphia.

Reid, Yeomans & Cubit, the modern druggists on Nassau street have worked up a large cigar trade by selling all the popular brands at cut prices. A trick cigar made by the Alfonette Cigar Co. appears to be selling well right over the counter.

I. N. Maskopf reports a good week's business. His store seems to have a steady stream of customers whenever one passes. Mr. Maskopf is very courteous and his motto is "once a customer, always a customer."

Jeffreys Co., of Cortland street, are enjoying a nice sale on A. M. Pacholder & Co's Cuban Q. T. cigarros, similar goods to the Royal Bengals but which retail at 10 cents per package.

Wm. Baeder, of Wm. Baeder Co., who operate six stores here, has returned from Cuba, and is well satisfied with purchases made while there.

The Orient Cigar Store, corner of Pearl and Wall street has a neatly arranged window of Y. Pendas & Alvarez's Webster cigars. A feature of the display is a handsome photograph of Daniel Webster draped with an American flag.

Rubinoff Bros., the Terrace Cigar Store at 59th street and Lexington avenue are making a leader of Hernan Cortez, clear Havana cigars, for which they recently placed a large order with the Cortez Cigar Co.

Chas. W. Schlenoff, the successor of H. A. Zessin, at 229 Willis avenue, is one of the Bronx's largest jobbers, and handles mostly trust goods. His retail trade is on the increase constantly.

T. Klein, manufacturer and retailer at 619 East 138th street has had the following brands registered: La Pendola, Casa de Banco and Six-Sixty-two (662).

Jeffreys & Son Fulton street tobacconists placed a large order during the past week with A. M. Pacholder & Co. of Baltimore for their Cuban Q. T. Cigarros, which are their leaders in short smokes.

Morris Troppauer at 57th street and Lexington avenue, and who is one of the most enterprising uptown jobbers is making quite a success of it in handling independent goods in the line of tobacco and union made cigars, and is working up considerable trade in Harlem and in the Bronx.

Surbrug's Cigar Store on Broadway near Fulton street is doing an increasing business since the United opened nearby. The store is beautifully fitted up and more than ordinarily attractive.

The new "Instanto" Pocket Cigar Lighter which does not ignite unless exposed to the air, is quite a handy article and a good many of the leading retailers are carrying them in stock.

Jim Ferris, of the Cigar firm of Ferris & Grady, Minneapolis, Minn., has been in town for several days.

• • •

JERSEY CITY NOTES

The redemption office for coupons and tags of the American Tobacco Company, corner of York and Washington streets, will shortly be removed to the more spacious store at 81 Montgomery street.

Christie McCabe, 89 Montgomery street is working up considerable trade on the La Sinceridad. Mr. McCabe has been spending very little time of late at his store; his wholesale box trade has been receiving much of his attention and is nicely increasing.

Jacob Cohen retailer at 112 Newark street is still in Sullivan County, N. Y., owing to ill health, but is improving.

L. H. Rich (Ramsay's Cigar Store) in the Penna. R. R. Co., building has an attractive electric sign advertising the Bachellor cigar, which is a good seller with him.

S. B. Cooke, with J. J. Bagley & Co., was doing some advertising work this week on Red Band scrap chewing tobacco.

The A. T. Co., is now advertising their Veteran long cut around this city.

A salesman representing the R. & W. Jenkinson Co. of Pittsburg, is doing some clever missionary work here on their Three Aces, a three for five cents cheroot.

A. Rosenblum & Co. are offering this week their new brand Full Power, a nickel cigar and Uno a 3 for 10 brand

(Concluded on page 16.)

We're Tobacco Doctors We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Havana Tobacco Ferment
Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.
You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the Pure leaf for your cigars.
Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and gums.
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the Pure Leaf and Best Part of it.
It gives a thoroughly clean leaf.
Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanalin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works
EDWIN G. ECKERT, Proprietor J. L. HOLLAND, York, Pa., Special Representative
HANOVER, PENNA.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
EROS SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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PHILADELPHIA, FEBRUARY 21, 1906.

THE MARKET IS RUNNING AWAY.

The tobacco market is apparently running away with itself, and no one knows where it will get to. Yesterday's offer of the American Tobacco Company to buy cigar cuttings at 21 cents a pound is a fitting commentary on the present condition.

Under ordinary circumstances ten cents is a very good price for cuttings and it is then easy to buy them for less. It is difficult to see how the highest normal price can be more than be doubled, and the tobacco manufactured with any profit.

The American Tobacco Company can never be accused of doing business with shut eyes, however, and the reason for such a price must be clear to itself. But it is a gasping price all the same, yet there are those who declare it will mount to twenty-five cents. If it does there will probably be a lot of people frenziedly stripping out filler.

"WELL, WHAT ARE WE HERE FOR?"

If these new trusts that spring up in a night would only state plainly what they mean to do, much speculation would be obviated. Since the United Chemists Co. was incorporated in New Jersey and Geo. J. Whelen publicly associated himself with it, there have been countless guesses as to what the tobacco trust may be contemplating.

The druggists have had a lot to say because they fear it may be a break-in on their protective arrangement whereby too much price cutting is prevented; independent cigar dealers fear, by token of Mr. Whelan, that it is one more scheme to force added competition upon them. Others seem to think that the company was incorporated to work in conjunction with the United Cigar Stores Company, so that it can hold a whip hand over the druggists and prevent them from making any trouble for that company in the establishment of its system. The latter company referred to, it will be remembered, was recently formed for the purpose of creating a chain or drug store cigar stands.

There is but one thing certain; those interested will have to wait until the progenitors of the company select their own good time for showing their hand; for those progenitors are the sort of men who transact their business with no blowing of horns.

RECEIVER FOR NEW YORK ASSO.

Creditors File Petition in Bankruptcy Against Retailers' Organization.

New York, Feb. 20.

The Turco-American Tobacco Co., George Schuchman and Alfred Scholz, creditors of the Retail Cigar and Tobacco Dealers' Association of New York, have filed a petition in bankruptcy against the latter, and Judge Holt, of the U. S. District Court, has appointed William M. K. Olcott receiver of the assets, fixing his bond at $15,000.

The petitioners allege that on February 16 the association transferred part of its property while insolvent to a creditor as the Imported Tobacco Manufacturing Company, consisting of cigars and tobacco valued at more than $124.

It is stated that the assets are about $30,000, consisting of accounts $15,000 and the balance in stock, horses, and wagons, and merchandise used as premiums.

The Turco-American Co. files a claim for $994 for merchandise; George Schuchman, $506 for stabling horses, and Alfred D. Scholz, of Brooklyn, for commissions on sales of goods.

The association was incorporated under New York laws on Feb. 2, 1903, with a capital stock of $25,000, which was increased in April 1903, to $50,000, and Bradstreet's took away its rating in October last. When the association was started it had 1,200 members to whom its goods were distributed, and handled only the goods of independent manufacturers. Isaac W. Jacobson said that the liabilities are about $35,000 to $40,000.

The association, since it was organized, has spent much money to fight the trust and to advertise its cause. A large exhibition was held at the Grand Central Palace in October last for advertising purposes.

Recently it was discovered that the liabilities exceeded the assets, and there was no ready money to meet the maturing obligations, and the petition was filed for the protection of all the creditors.

—The well known tobacco firm of Dibrell Brothers, Danville, Va., have awarded the contract for the erection of a large and modern storage warehouse to be built at an early date on Linn street just beyond the Souhtern Railway track.

TWENTY-ONE CENTS FOR CUTTINGS

American Tobacco Co Offers that Much in a Circular.

The American Tobacco Company issued a startling circular to the trade yesterday, offering to pay 21 cents a pound for clear cigar cuttings, the goods to be a shipped to the Luhrman & Wilburn Tobacco Co. at Middletown, O. A great deal of comment was excited by the circular, but the prediction was made by several that the price will go a few cents higher yet.

In fact there can be no great rush to accept the offer on account of the scarcity of the desired goods, and it is this fact which fathers the prediction that the price will go higher. How the trust can make such a price pay is a question, as no independent could afford to compete against it.

The circular states that the desired cuttings must be as per specifications or they will in no case be accepted. This means that they must be clear cuttings, not stogie, in keeping order, clean, and free from dirt, shorts, siftings, stems, strips or musty tobacco. It is stated that while the offer is in force, the company will pay the same price to all manufacturers with whom it has contracts.

OULD IS A BUSY MAN.

Having a Hard Time Trying to Oust Cigarettes From Virginia.

Richmond, Va., Feb. 17.

Delegate Eugene Ould, of Campbell, patron of the anti-cigarette bill, has a lively fight on his hands.

The big interests affected by the bill will make a determined effort to have the measure sidetracked or killed in the committee-room. The opposition has been active since the first day the bill made its appearance in the house and the indications are that the fight will be waged to a finish.

The Ould bill is designed to drive from the State only the paper cigarettes. It does not place the ban upon the tobacco rolled cigarette. Educational, religious and temperance organizations throughout the State are openly advocating the Ould bill.

THE TOBACCO TRADE IN PHILADELPHIA.

The dealers report no change in business this week worthy of note unless it is the fact that it was rather more irregular than usual. There were one or two good days and some poor ones, for which the weather was probably as much responsible as anything else. The majority of stores in the business section are trying to help things along by offers which they make in conjunction with window displays, and while the result has not been very tremendous it has no doubt helped some.

There is nothing new to be said of the manufacturing end of the business. Orders continue to come in in fair quantities, although with some, not in such bulk. Nearly everyone is eagerly looking for tobacco with the market just as tight as ever.

There is considerable activity of a kind in the leaf market as there is no lack of eager shoppers. A great many small deals are being put through every day and some fairly large ones are heard of. There is tobacco to be had, but those who have it, and whose resources will permit them to do so, are inclined to hold on to a good deal of it, satisfying their regular customers where they can, and selling small lots to outside buyers. The idea is that prices will go still higher.

Jack Fowler of the United States Tobacco Co., will shortly start on an extended Western trip in the interest of the sales department of his company in selling Central Union and Idle Hour cut plug tobaccos. It's a pretty easy job to sell these goods wherever they have been sold before, and on these trips Jack manages to put in a great amount of work on new prospects.

The sympathy of the trade is extended to Mr. Harry Hirschberg, of J. Hirschberg & Bro., leaf dealers and importers, whose mother died on Wednesday last. The funeral ceremony took place on Friday.

J. W. Geyer, a well known retailer of New York, at present representing the Tobacco Trades Exposition Co., was a visitor in the Philadelphia trade last week, shook hands with many of his old friends and made a lot of new ones. Besides conducting his store, which is one of the most enterprising in Manhattan, Mr. Geyer is making time to work for the success of the big exposition which will be held in Madison Square Garden in September, and he is so thoroughly convinced that the affair will be the biggest thing that has ever happened for the trade, that he never fails to convince others.

General Emilio Nunez, Governor of Havana, and a member of the Havana leaf packing and importing firm of Loeb-Nunez Havana Co., has been paying a brief visit to this city, which would have been longer but for the sudden summons from Cuba requiring his return. While in town General Nunez visited his sisters-in-law, the Misses Portuondo.

Two thieves who got away with a quantity of chewing tobacco from A. B. Cunningham & Co.'s warehouse were detected trying to sell it and were promptly landed behind the bars.

Geo. W. Bushnell, representative of the Scotton-Dillon Co., of Detroit, Mich., is in town this week, and reports a good trade.

There is nothing new in the suit against the members of the Loeb-Creagh Havana Co., and there is not likely to be until S. S. Swartz has been located and served with a warrant. This action has been taken on the others concerned, but it is not known where Swartz is.

There is a rumor that Godfrey S. Mahn will open another store in a location which will bring him into active competition with the United Cigar Stores Co.

E. J. Wallis, of the M. J. Dalton Co. and Mrs. Wallis have returned from their Cuban trip.

There seems no doubt that the premium system idea is growing locally. It has been admitted for a good while that about the strongest hold the United Company has on the public is in its redeemable coupons, and a number of dealers have about decided to have their own coupons and premiums. This has usually worked well elsewhere, and frequently stimulated trade on account of the fact that the customer must continue to buy at that store in order that he may get a sufficient number to make them of some real value.

Geo. Valentine of A. S. Valentine & Son, has been under the weather for some days, and unable to come to the office.

Leopold Loeb is about to start for Europe to be ready for the first inscription. B. Labe, of B. Labe & Sons, has been buying considerable Sumatra all the year, and recently shipped another lot of it to Philadelphia. John N. Kolb will also shortly go to Amsterdam for the Theobald & Oppenheimer Company.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market.
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 94

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO.
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street, Manufacturers of Cigars FACTORY: Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY. No 463.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

J. H. HOOBER,
Packer of and Dealer in
LEAF TOBACCO
No. 2 Tobacco Avenue,
LANCASTER, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade Telephone Connection.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

NEW YORK TOBACCO NEWS

(Concluded from page 13.)

that seems to give satisfaction to their patrons.

A. Zeaman formerly with M. W. Moendel & Bro., of New York, is now salesman with S. Aarons, a jobber of independent goods at 161 Columbus avenue, N. Y., but has a large list of customers in Jersey City. Jos. Driscoll who formerly represented Mr. Aarons in this city is no longer in his employ.

Jacobowitz Bros. report a good business both in their two retail stores and on their routes. They are featuring in their show windows this week, Grain plug cut, Milo cigarettes, and Rail Splitter, Zembra and Capt. Cuttle cigars.

Adolpd Feder, proprietor of the Five Miles Cigar Store, intends changing his display to-morrow. Mr. Feder has two new brands of nickel cigars, 7-16-31, and Jersey Lilac, which he is getting his many customers acquainted with.

The United is about to open a new branch store on Newark avenue and within a few blocks of their other Jersey City store.

* * *

NEWARK NOTES.

Joseph Haas, of 393 Broad street, has had several signs painted decorating the front of his place. One reads: "This is the smoke house" another "Fire and smoke, for sale here." Another novel idea of Mr. Haas' was to decorate his window with a variety of pipes and a sign "It's a pipe to buy a pipe here." He reports very good business and he well deserves it, for he is a great hustler.

Clif Foster, representing the Campbell Tobacco Co., of Newark, took unto himself a wife, four weeks ago. He is one of the most popular fellows in town.

Newman Bros., Market street jobbers, report good business. They are pushing a fine line of pipes this week and are very successful at it.

White Rolls are rolling fine in Perth Amboy. The New Jersey Produce Co., of that town, is the distributor.

Theo. Bloodgood, of Perth Amboy, has an elegant window display of White Rolls. He says they are selling well.

E. A. Nicholson, of the Lovell-Buffington Co., is in Perth Amboy this week pushing Blue Light Tobacco.

The Imported Tobacco Mfg. Co., of New York, has made a siege on the city of Newark with its Prize Cup and Regatta cigarettes. These goods come in all sizes and all kinds of tips—gold, cork, silk, etc. The company has very elaborate advertising matter, and the goods are of the finest quality and workmanship. Newman Bros. are the distributors.

"Mike," the popular English Bulldog, who has been running around Newark advertising White Rolls has suddenly made up his mind to take a trip south. When last heard of he was passing through Trenton. We wish him luck on his journey. MORESCO.

—Otto Eisenlohr & Bros. intend to enlarge their cigar factory at Boyertown, Pa.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

Columbia Straight
A FULL HAVANA
FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Retail Trade Direct Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904.

MUCH is said of the virtue of publicity. The Tobacco Trades Exposition Co. believes in printer's ink. *The Tobacco Trades Exposition will be the Most Widely Advertised Exposition Ever Held in New York City.* Diagrams, rules and regulations of Exposition mailed upon request.
Executive Office, Flatiron Building, New York. Telephone, 250 Grammercy.

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

YORK TRADE SATISFACTORY.

Leaf Dealers Have to Hustle to Supply the Demand.

York, Pa., Feb. 18, 1906.

The cigar and tobacco trade of this section, generally speaking is in a fairly satisfactory condition, and in some factories additional hands are wanted. The leaf dealers are kept busy in getting goods suitable for the requirements of their trade, and considerable scurrying is being done.

J. H. Stiles has been lately visiting in the Connecticut valley sections and made some purchases. Harry J. Blasser who has been representing Mr. Stiles on the road for some years, has just returned from a very satisfactory trip trhough the western part of Pennsylvania and Ohio.

W. E. Gheen, of the York Leaf Tobacco Co., has been spending several days at the local headquarters, while Mr. Shepp also with this house has been at their warehouse in Connecticut.

Large quantities of tobacco are still being received at various sections of the county, and in particular at Red Lion. J. F. Reichard has been loading a number of cars for John F. Brimmer of Lancaster, and Stein, Weaver & Co, have also received a number of carloads, which were shipped to Lancaster for packing.

J. F. Seachrist, of Holtz, left last week on a business trip to New York and other points.

Holtzinger & Seitz cigar manufacturers recently gave a sleighing party for the pleasure of their employees.

John W. Minnich and his son, of Dallastown, left last Thursday upon a flying visit to Cincinnati, and are expected home again the early part of this week.

S. D. Kauffman, of the Habill Cigar Co., of Dallastown, has been receiving some large orders for his product of late and now contemplates the early erection of a new factory building to meet the requirements of his business.

Mr. Kline with A. F. Fix & Co. of Dallastown has also returned from a trip through the middle west where he reports he met with very good trade.

It seems that some of the manufacturers are going it a little slowly just now because they find it impossible to turn out a satisfactory article at the old prices and are demanding more money for their goods. They say they would rather not make any shipments at all if they did not get a little higher, and it is said most of them are getting reasonable advances.

H. F. Kohler of Nashville has advanced prices uniformly, but is determined that he will keep up the quality of his goods, and feels confident that he will fare best by doing so. He states that since he has demanded more money for his products he has experienced a very gratifying change in his business, viz, that the trade is ordering of him only the best grades of goods, and that he is as a consequence running almost wholly on nickel and ten cent brands.

Trade-Mark Register.

ALL SCHOLASTIC 15,052.
For cigars. Registered February 15. 1906, at 8 a. m., by E M. Keller, Reading, Pa.

REAPER. 15,053.
For cigars. Registered February 16, 1906, at 8 a. m., by Wm. Carney, Washington, D. C.

REDWIG RAAB. 15,054.
For cigars. Registered February 17, 1906, at 8 a. m., by W. H. Raab & Sons, Dallastown, Pa.

THE O'REILLY. 15,055.
For cigars, cheroots and stogies. Registered February 19, 1906, at 8 a. m., by M. R. Sneeringer, Edge Grove, Pa.

PERTH. 15,056.
For cigars. Registered February 19, 1906, at 11 a. m., by S. G. Patterson, Wilmington, Del.

HOTEL KNICKERBOCKER. 15,057.
For cigars, cigarettes and cheroots. Registered February 19, 1906, at 4 p. m., by S. A. Frank, New York.

REJECTED.
High Stepper, Esperanto.

—The Solis Cigar Company's place in Denver, Col., was damaged by fire to the extent of $10,000.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE at Half the Original Cost—Progress, Perfecto, Keystone, Eclipse and other makes of Bunching Machines; 1100 25-section Subrosa shape all-tobacco cigarette molds, and 1800 25-section No. 9696 all-tobacco cigarette molds, almost new, cost $1.25. price 50 cents; thousands of 20-section molds at 35 cents. Address WINGET MFG. CO., York, Pa. 2-14-r

EXPERIENCED SALESMAN, well acquainted with the cigar trade in New York City and New York State, desires position with representative manufacturing house. Address EXPERIENCE, Box 65, care of Tobacco World, Phila.

WANTED — Bunching Foreman in large factory; one who understands the Winget Perfecto Bunching Machine. Address FOREMAN, care of The Tobacco World, Philada. 2-14 r

WANTED—Cigarand Leaf Salesmen's Addresses We have an article just patented that will double your sales. Address A B.C , care of The Tobacco World, Philadelphia. 2-14-r

WANTED—Representative to represent us in the State of Pennsylvania outside of Philadelghia, to sell our full line of goods. Inquire of LEOPOLD MILLER & SONS, No. 611 West 129th Street, New York. 2-21-h

CIGARMAKER, of 21 years' experience, wants position as Foreman in a Cigar Factory. Address M., Box 57, care of The Tobacco World, Phila. 2-21-c

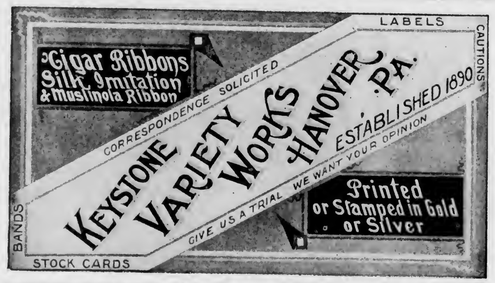
FOR SALE—Lot of Cigarmakers' Tables, Packers' Tables, Chairs, etc. Address V, Box 66, care of The Tobacco World, Phila. 2-21-c

The JOHNS-BRASH CIGAR CO.
Manufacturers of the Celebrated
"UNCLE DAN"
Absolutely
Hand-Made
LONDRES AND PERFECTO SHAPES
Main Office:
Lancaster, Pa.
EDW. M. BRASH,
Sec'y & Treas.
GEO. J. DILLER, General Distributor for Central Pennsylvania.

THE TASTE TELLS
QUATILITY
5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealer in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

HUB MARKET IRREGULAR.

Unaccountable Downward Tendency in Trade Noticed

Boston, Feb. 18.

The irregularity that marked the trade of last week was characterized by decided weakness in the early part of the week, while, with the exception of a few days, the course of the trade was distinctly downward. The declining tendency could not be accounted for by anyone in the trade.

The retailers when asked about business will answer you in a joking way that "if it was better they couldn't stand it." The jobbers report that goods are moving slow and the orders that are going out are of small proportion.

The manufacturers are all busy and the general gossip among them is of the advance in price of the new crop; in fact the smaller manufacturers, those who buy from hand to mouth are already paying the new prices of desirable leaf.

For taking in one penny which he received in payment of two cigarettes Meyer Bierjetz who operates a diminutive notion shop at 18 Blossom street, was this week compelled to pay over to the county $20. During Bierjetz's hearing before Judge Parmenter, the exploits of a quartette of little girls also came to light. One of these, about thirteen years old, admitted to the court that it was she who had purchased the tobacco rolls and that she had smoked part of one. There were others who testified against Bierjetz who protested that he had never sold cigarettes to anyone but grown men, and declared that he had never seen any of the girls before.

G. T. Suter, who recently represented T. Rosenbaum and Johnson & Co., is now calling on the trade here representing the Montevierno Co., of New York and Tampa, makers of clear Havana cigars, also in the interest of M. Foster, makers of Banquet Hall. Mr. Suter has already interested some very good people with his line of clear Havana cigars such as Codman Hall, W. D. Allen and Cobb Aldrich.

Thomas Charak, of Cambridge, Mass., has just returned from a week's stay in New York.

The United Cigar Stores Co., of this city, has just received a new package of very fine short smokes known as Havana American Matinees, retailing at 10 for 25 cents.

The Boston Cigarmakers' Union 97's Finance Committee last week completed its report of the local fund receipts, and expenditures, for the six months ending the new year. The local fund is what may be termed the pocket money of the Boston Union. It is secured by assessments levied by the members upon themselves. The report states the income was $5,883 for the six months, the greater part of which came through a label assessment of $2 a member. The expenditures were $5,667 of which $1,067 was given the New England conference of cigarmakers' unions for general label agitation and advertising throughout New England. The donations made to other trades in trouble were smaller in the aggregate than for any six months in the union's history, only $263 being spent in that cause, although every request from unions in trouble was met with substantial donations. There were also very few private loans asked or made, less than $100 all told. The union lends money to members from its local fund for many purposes and to save any needy members from falling into the clutches of money sharks.

S. M. Frank's representative, Carl Berger, was in town this week calling on the trade with his fine line of briars with the English finish.

Jack Joseph, who was recently connected with the Bieringer Bros. Co. is now with Robbins & Roitman, our popular Cambridge street jobbers. This makes the second addition in the way of help with the R. & R. Co.

The Annex Cigar Store, of which Geo. Yavner is manager, was looking spick and span when I called last week, and Mr. Yavner's main topic of interest was his increased sale of the Bachelor cigar; he tells me this cigar is getting quite popular on Milk street among the bankers, brokers and insurance agents. His sale of briars also attracted considerable attention.

Charley Holmes, manager for Epsteins Drug Store is making the S. S. Pierce & Co.'s cigars his main feature.

ALFO.

MASSACHUSETTS LEGISLATURE IS SANE.

The anti-cigarette bill introduced in the Massachusetts Legislature has been killed, and there will be no further hostile legislation against the "coffin nails" during the present session.

The bill prohibited the manufacture and sale of cigarettes in the State, and also made it a crime to give them away.

Strong opposition developed against the measure in which the cigarmakers' union took part. The report of the committee that the bill should not pass was made to the Senate.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
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WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
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J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
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J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAR
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

ARRANGING FOR TEXAS TOBACCO.

Taussig & Co., of Chicago, Contracting as Largely as Possible.

Willis, Texas, Feb. 19.

S. Friedman, representing Taussig & Co., of Chicago, has been here and made arrangements whereby seventy-five or one hundred acres will be put in tobacco for the present year. He arranged with Julius Blohm, of this place, to represent him here during his absence and to make contracts with the growers of tobacco for as large acreage as possible.

Mr. Friedman is to pay the grower for his tobacco 15 cents per pound in the barn cured, and the growers think that they can realize good money in growing it at that price. He also expressed himself delighted with the soil and the facilities possessed by the farmers for growing this article, and stated that the country around Willis looked like the tobacco fields of Florida. Farmers have the experience, soil, barns and every facility for successfully growing tobacco, and everyone contemplates a bright outlook for this industry in the future.

LEVY MENDEL.

Levy Mendel, a cigar dealer of Columbus, O., died suddenly at the Great Southern Hotel. His health had not been very good and he was about to start on a trip to recruit it. He came to Columbus thirty-eight years ago and engaged in business under the name of Levy Mendel & Co. He leaves a wife, a daughter and two sons.

Recent Incorporations, Etc.

The United States Cigar Co., of Windfall, Ind., has been incorporated with a capital of $10,000.

The Perfect Cigar Co., of Marysville, O., has been incorporated by Clarence C. Perfect and others with a capital of $10,000.

The Church-Fenton Tobacco Co., of Muncie, O., has been incorporated to sell cigars and tobacco, with a capital of $20,000, by J. Fenton, William Church and Sara Church.

The La Soreda Cigar Company, located at Peoria, certifies to an increase in capital stock from $9,000 to $10,000.

The J. D. Long & Bros. Cigar Co., of Lebanon, Pa., has been incorporated with a capital of $6,000, by John D. Long, Herman C. Long and Geo. W. Long.

PATENTS RELATING to TOBACCO, Etc.

812,214 Match box; Wm. Alpert, Richardton, N. D.

812,219 Feeding mechanism; Wm. S. Luckett, East Orange, N. J., assignor to International Cigar Machinery Company, New York.

812,220 Feeding mechanism; Wm. S. Luckett, East Orange, N. J., assignor to International Cigar Machinery Company, New York.

812,351 Tobacco pipe; John Moloney, Miller's Forest, New South Wales, Australia.

LANCASTER GROWERS RE-ELECT.

Movement to Reduce Extortionate Insurance Rates on Leaf Tobacco.

Lancaster, Pa., Feb. 19, 1906.

Deliveries of the 1905 crops of tobacco to the local warehouses still continue and so far have exceeded all previous records for volume of deliveries at this season of the year. It is estimated that fully seventy-five per cent of the tobacco has been delivered to the warehouses, and with continuing favorable weather it will practically all be delivered by the end of the month. In former years tobacco was not bought until after the Christmas Holidays, and delivery was begun about March 1st then continuing until probably May, while the packing season often continued far beyond the time that the new goods are nowadays being sold and made into cigars. The tobacco business like almost every thing else has undergone many changes of late years.

The Lancaster County Tobacco Growers Association held its annual meeting last Tuesday afternoon in Grand Army Hall in this city, with only a comparatively small attendance.

The following were elected officers for the ensuing year: President, B. Ezra Herr; vice-president, M. L. Greider of Mount Joy; Secretary and Treasurer, George Hibshman, of Ephrata; all were elected by acclamation, and all were re-elections.

Some of the members spoke on the conditions of their crops for 1905, and how they had turned out. It was shown that the weight was greater than they had expected. Mr. Herr said that after much study he has decided that tobacco grows heavier in clay than in sand soil. He also said he thought it was better policy to grow a better quality of tobacco and to demand a larger price for it.

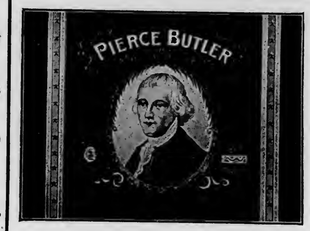
Mrs. Hettie P. Herr, wife of B. Ezra Herr, President of the Lancaster County Tobacco Growers' Association, died on Thursday morning last at her home in West Lampeter township, after a lingering illness of stomach trouble. She was 61 years of age and was well known in Lancaster county.

At a recent meeting of the Lancaster Leaf Tobacco Board of Trade, there ensued a lively discussion regarding the apparent extortionate rate charged for insurance on tobacco in warehouses, which has within a few years been advanced from $7.50 to $12.50 per thousand above what had been previously charged. In view of the fact that no attention had been given or even a reason advanced by the companies carrying most of the business, upon appeals by the leaf men, it was suggested that a practical solution could probably be found by forming a company for that specific purpose. It seems altogether reasonable to expect that something of that kind will be undertaken unless the trade can get satisfactory responses to their appeals.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.



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Windsor, Pa.
Manufacturers of
Popular Brands of
Fine and Medium Priced
CIGARS
Correspondence Invited with the Wholesale & Jobbing Trade only

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Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

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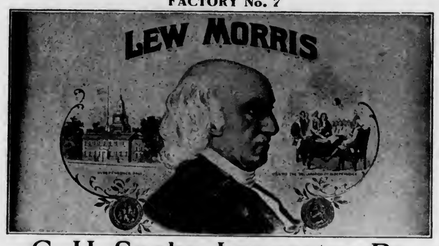

G. H. Sachs, Lancaster, Pa.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
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Established 1870 Factory No. 79
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Manufacturer of
Fine Havana Cigars
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Leaf Tobacco
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MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Tobacco is going rapidly to the assorting tables, and is being assorted into the different colors, sizes, and grades, and is being got ready for the manufacturers. Some of it is now ready to be sampled, shown to the trade, although I do not think any of it will be ready for the cigarmakers for some time to come. Meyer & Mendelsohn, of New York, are filling their sweat rooms the second time. I conclude by their doing so that the first sweating has come out in fair to good shape. I hope so, for we have not a pound to be wasted this year. Every leaf and scrap must be used, for the manufacturers are rushing business everywhere. At Lancaster, Pa., the output in two districts there is above seventeen million more cigars made in the month of January than for the corresponding month of last year, and so it is all around, so far as the reports have come in.

The deliveries of 1905 tobacco at the packing houses surpass anything ever seen here before at this season of the year. The season for two months past was unusually favorable both for stripping the goods and sending them to the warehouses, there having hardly been a single day when work was impeded. Instead of deliveries by wagon, the larger part is by railroad from outlying stations where as many as one hundred teams have unloaded in a single day. By the middle of this month three-fourths of the crop will be delivered. One of the most gratifying features is that one rarely hears of a dispute on delivery. In other years they are almost as plenty as the tobacco itself.

It is rumored, with what truth I know not, that some up-to-date tobacco men are going about the country making offers for tobacco that is to be raised this summer, but for which the seed is not yet sown. That is worse than midsummer madness! This in Pennsylvania, but the same is true as to some of the Southern States where shade-grown is produced, notably in Florida. It hasn't begun in this locality that I have heard, and I hope it will not be done. If good prices were offered it might prove a temptation for many farmers to try to raise more acres than they could attend to with profit to themselves and to the tobacco interests of the Connecticut valley. I am fearful that too much low-grade tobacco would result from such a change from the old established rule. I have heard rumors of the selling of some of the tobacco in the broad leaf section around East Hartford, and at pretty good prices, certain of the sales going above 30 cents in the bundle. Talk is going around that the good crops ought to run as high as 35 cents to 40 cents per pound, and in truth, a man can raise Havana for from 5 cents to 8 cents per pound cheaper than it will cost to raise broad leaf. The broad leaf is more difficult to handle all the way through from the time it is ready to top until it is hung in the barns. It takes more room to hang an acre of broad leaf; the stalk is large, the leaves are large and the ribs of the leaf are large and stiff and stand out so far that it can not in any way be crowded, as can be done with Havana.—American Cultivator.

EDGERTON, WIS.

A big storm followed by zero weather for a few days has interfered with the delivery of the tobacco crop somewhat this week and yet dealers are doing all that is within their power to hasten the receiving. Additional storage has been secured by many of the large purchasers and the bundled leaf piled up in advance of the warehouse needs. All this is done to satisfy the pressure of the growers for immediate delivery. The United Cigar Manufacturers, the largest holders of the new crop, think they will be able to receive all their purchases by March 10, and most of the other dealers will be through much earlier than the usual date for delivery of the crop. Warehouse work is being crowded along with all possble dispatch at the packing points and matters moving quite satisfactorily.

The largest transaction in cured leaf that has taken place in some time is the reported sale of the Fifield & Mc-

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
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E. A. CALVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
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A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

OHMIT & KRAFT
Manufacturers of
FINE CIGARS
W. S. OHMIT
W. E. KRAFT
East Prospect, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

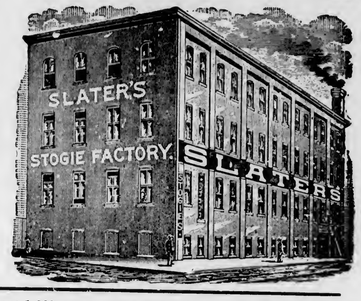
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Le Droit Building, WASHINGTON, D. C.
CORRESPONDENCE SOLICITED.

Giffin packing of '04, about 1,000 cases, to Julius Marqusee, and also 1,100 cases of George Decker. Mr. Marqusee has been an active buyer of cured leaf in this State for some months past and the general impression is that t e goods were secured for the account of the big trust.

Shipments, 300cs.—Tobacco Reporter.

Business Changes, Fires, Etc.

California.

Marysville—Meeker & Fox, cigars; Fox retires.

San Jose—John J. Ryan Cigar Co., incorporated.

Idaho.

Coeur d'Alene—Berry & Sanders, cigars, confectionery, etc., burned out; insurance, $800.

Fayette—Sanger & Jeffries, cigars, etc., sold to C. L. Dagg.

Shoshone—Ike Hill, cigars, etc., sold to Whittington & Millsaps.——Isaac White, cigars, sold to Whittington & Milsaps.

Illinois.

Chicago—Eisendrath Bros., cigar manufacturers, trustee appointed.——Michael Irrmann, cigar manufacturer, petition in bankruptcy. ——Charles Olefsky, cigarmaker, petition in bankruptcy.

Freeport—E. F. Green & Co., cigars, sheriff in possession.——Harry A. Paul, cigars, etc., away.

Indiana.

Fremont—C. E. Gleason, cigars, etc., chattel mortgage, $170.

Huntington—William E. Koch, cigars, etc., chattel mortgage, $200.

Indianapolis—Rinehart Weber, cigar manufacturer, sold out.

Iowa.

Davenport—Markus & Klein-Schmidt, cigars, Charles Markus succeeds.

New London—J. W. Brown, cigars, succeeded by M. T. DeSpain.

Maine.

Thomaston—F. A. Wilson, cigars, confectionery, etc., chattel mortgage, $700.

Massachusetts.

Fitchburg—W. H. Savage, tobacco, chattel mortgage, discharged.

Leominster—Henry P. Charron, tobacco, chattel mortgage, $600.

New York.

Binghamton—Lawrence & Gardner, cigars and tobacco, dissolved; E. L. Gardner continues.

New York City—Elmhurst: Mrs. Paul B. Zenner, cigars and confectionery, succeeded by John Gehler.

Ohio.

Dayton—Louis Checkeres & Co., cigars, chattel mortgage, $190.

Pennsylvania.

Harrisburg—H. L. Beaumont, retail tobacco; satisfied real estate mortgage, $1,100; created new real estate mortgage, $1,500.

Scranton—Albert Witte, cigars and tobacco, petition in bankruptcy.

Danville—Lee A. Ligon, tobacco and cigars, assigned.

Norfolk—Black Cat Cigar Store, not incorporated, retail, sold out to Norfolk Tobacco Co.

Virginia.

Richmond—W. T. Dabney & Co., cigars and tobacco; N. Thomas Mosby withdraws.

Washington.

Tacoma—Mrs. George E. Lyon, cigars, sold to E. G. Edger.

West Virginia.

Wheeling—Beier Tobacco Co., not inc., John G. W. Beier, prop., dead.

Wisconsin.

Janesville—The F. G. Borden Co., incorporated, tobacco; authorized capital, $50,000.

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

This Building For Rent.

Located at Stevens, Lancaster county, Pa Has been used for cigar manufacturing purposes for some years Is 30 x 60 feet, three stories high, with a good basement; is in fine condition, and has unusual shipping facilities; cheap rent. Apply to Dr. JAS. Y. SHEARER, Sinking Spring, Penna 1-10-t

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

Phones: Keystone, Main 273; Bell, Market 234
WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

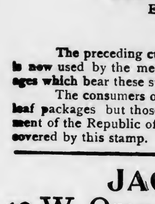
. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS



Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

OLDEST MANUFACTURERS OF
PEACH and PRUNE {ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

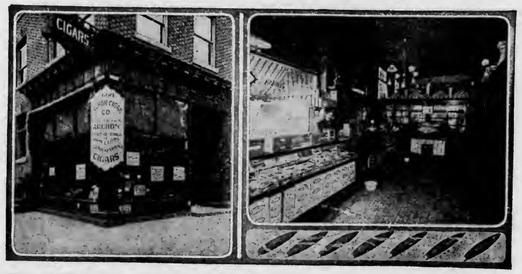
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The **ARCHON**
Formerly Ten Cents, Now **Five** Banded

Distributors Wanted Everywhere



We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

OUR WHOLESALE AND RETAIL STORE

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of **High Grade Cigars.** No Salesmen. Communicate with Factory.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVI., No. 9. | PHILADELPHIA and NEW YORK, FEBRUARY 28, 1906. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
PHILIPP J. KOLB
WILLIAM J. LANAGAN
232 ARCH STREET,
PHILADELPHIA.

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
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Gen. Warren
La Responder Marcana
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Cigar Manufacturers
York, Pa.

Our 1906 Cigar Cutters
AND
New Style Advertising Plates
ARE
THE TALK OF THE TOWN

Walker's
DIAMOND
Cigar Cutters

Shine in the Finest Cigar Stores Because
They Don't Break Cigars
The Finger Rest and Diamond-Pointed Double Shear Knife Does the Work
Send for Sample before ordering Cutters

Made only by Erie Specialty Co., Erie, Pa.

Growers and
Packers of
FLORIDA TOBACCOS
Write for Samples
Schroeder & Arguimbau
No. 178 Water Street
New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

Clean as the food you eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

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MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

If there's a Sumatra wrapped cigar on the market as good as the **JOHN HAY,** frankly, we don't know it. Clear Vuelta filler—no combination. The finest workmanship. No wonder the **JOHN HAY** is the finest of its class. We'd be delighted to send you samples.

STEWART, NEWBURGER & CO.
Cigar Manufacturers,
29 North 4th St., Philadelphia.
Factories 206 and 212, First Rev. District, Pa.

SUPERIOR Quality and Workmanship

Vicente Portuonda CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

IF YOU WANT to be in HAVANA
Smoke CAMELA 5c. Cigars
MADE BY
HENRY HEYMANN'S SONS
Office, No. 614 Betz Building, Philadelphia.

EISENLOHR'S Cinco Philadelphia CIGARS

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia,
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Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
THOMAS J. HUNT NOTARY PUBLIC PHILADELPHIA PA.

W. K. GRESH & SONS, Makers, Norristown, Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

PRICES ON MARYLAND TOBACCO

Growers' Association Issues Schedule to Take Effect in May.

Baltimore, Md., Feb. 23.

Franklin Weems, secretary of the Maryland Tobacco Growers' Association, has issued the following circular:

"Committees from the Maryland Tobacco Commission Merchants' Union and the Maryland Tobacco Growers' Association met together on February 14 and arranged for the French grades of Maryland grown tobacco as follows: Class A, 11 cents; Class B, 8 cents; Class C, 6 cents.

"These are to be the minimum selling prices after May 1 next. Meantime growers are advised to hold their crops off the market and to strip, handle and pack their tobacco with the greatest care, in order that it may eventually come into the market in the best possible condition."

CIGAR WAR IN SYRACUSE.

Drug Stores Propose to Build Up a Big Trade in Such Goods.

Syracuse, N. Y., Feb. 22.

Within a few weeks, if present plans carry, fifteen Syracuse drug stores will enlarge their cigar departments, put in new and elaborate cigar stands and attempt to secure a considerable part of the tobacco and cigar business of the city.

To offset this some of the cigar dealers are threatening to put in soda fountains and to sell patent medicines.

Druggists and cigar dealers here and elsewhere are going about with chips on their shoulders, and the threatened trouble here is a duplicate of what is already appearing in other places.

The trouble began with the organization of the National Cigar Stands Company, which started out to establish in drug stores a system of stands on the plan of the United Cigar Stores Company. This company has induced over 1,000 druggists to go into the scheme.

Opposing druggists charge that the National is only another branch of the American Tobacco Company; the independent cigar dealers object to the new company on the ground that the druggists are "butting into" their business, and they see the hand of the "trust" reaching out for the last vestige of the cigar trade.

"Druggists," said an independent cigar dealer yesterday, "have always sold cigars as a side line, using modest cases and making no particular attempt to push the business. Now that this National Cigar Stands Company proposes to put in elaborate stands with canopies over the top, to have window tickets and electric signs and to control and manufacture many brands of cigars we claim that they should be fought to the finish.

"It is no part of the druggists' business to have a big window devoted to cigars and to advertise their cigar department in the newspapers as the National intends to do."

These cigar dealers are already incensed because a South Salina street druggist has cut the prices of cigars to about cost and is using the low prices as an advertsing scheme to draw people into his store. He is selling at prices that the cigar dealers pay for their goods and is said to be just breaking even.

There is a dispute as to whether the National Cigar Stands Company and the United Cigar Stores Company have any connection. Some say that they are together, and others say that they are fighting each other.

REPORT ON TEXAS TOBACCO.

234,500 Pounds Raised in District No. 4 Netted $44,555 for Farmers.

Dallas, Tex., Feb. 24.

Assistant Internal Revenue Collector R. C. Wood has finished the compilation of his report on the tobacco industry in this district during the year 1905. The report shows that in internal revenue district No. 4 of Texas, which district includes Dallas, 469 acres of tobacco were raised during the past year. This averaged 500 pounds per acre and the average price commanded was 19 cents per pound, making a total of 234,500 pounds raised, which netted $44,555 to the Texas farmers from this industry.

The average price commanded per pound was the second highest of any State in the Union, the highest being the Perique tobacco of Louisiana, which sold at 25 cents per pound. In this district 94,540 pounds of tobacco were manufactured into cigars making 4,756,773 cigars making 1,756,773 cigars made and sold in North Texas during 1905.

WORK BEGUN IN TEXAS.

More Tobacco Than Ever Will be Grown in that State.

Palestine, Tex., Feb. 23.

The Anderson County Tobacco Growers' Association began active field work this week. Frank Morris, secretary of the Palestine Board of Trade, O. C. Cutler, general manager of the company, and a tobacco expert of the U. S. Department of Agriculture had staked off the acreage preparatory to putting the ground under shade.

The best of Sumatra wrapper tobacco seed has been secured and the seed beds are now being prepared. This will be the nucleus of an immense industry, as the small crop of East Texas of last season, bought by Taussig & Co., of Chciago, concentrated at Palestine and cured and sorted here has added $500 per month to Palestine payrolls.

Lavaca county is coming into the game and will have a government expert this year to supervise the cultivation of tobacco. The experiments in this county have already progressed far enough to settle the question whether the plant can be grown with a profit.

DAMAGES FOR NON DELIVERY.

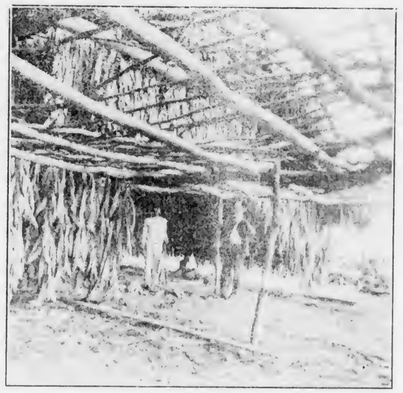
Must Pay Penalty for Evading Contract on Account of Higher Prices.

Janesville, Wis., Feb. 26.

In the action of Conway & Hubbell vs. Alfred Collins, to compel payment of damages for his non-delivery of tobacco which he was alleged to have been bound to turn over to them by reason of a contract made by Robert Cook, his tenant, with whom he raised the crop on shares, Judge Fifield handed down a decision holding that the contract was binding and the plaintiff buyers are entitled to damages amounting to 1¾ cents a pound—the difference between the 6¼ cent contract price and the quotation of 8 cents, representing what the leaf was worth to the buyers at the time it should have been delivered.

The decision will have an important bearing on several scores of other cases. Many growers attempted to escape from fulfilling contracts made at a time when there was no prospect of an exceptionally keen demand.

PORTO RICAN TOBACCO SHED.



The above picture shows a corner in one of the big plantations in Porto Rico, of the Cayey-Caguas Tobacco Co., showing some of the tobacco in process of curing. The height of the shed can be estimated by a comparison with the two men shown. The product of the Cayey-Caguas Tobacco Co. is rapidly becoming better and better known.

SCRAP MFRS. IN A QUANDARY.

A. T. Co.'s Tactics are Causing Tumult in the Market.

Cincinnati, O., Feb. 24.

Cigar leaf cuttings, the raw material used by manufacturers of scrap tobaccos which are usually sold in two and a half and three ounce packages, have taken another upward turn and the independent manufacturers are much worried by the scarcity of supplies and the tactics of the American Tobacco Company, which they assert is manipulating the market in the present abnormal prices to drive them out of the trade.

Cuttings and cigar leaf waste is gleaned from the cigar factories in all sections of the country, and usually sells at from ¾ to 6½ cents per pound.

The enormous purchases of the American Tobacco Company in the past 60 days, have sent the price skyward, until on Saturday last it was quoted at 18½ cents, the highest figure by 50 per cent ever known.

The middle of the week it took another jump to 21 cents, and it was freely predicted that it is the intention of the combine to force it to 25 cents before the end of the month.

Iti s said that the American Tobacco Company has piled up a stock of over 20,000 cases of cuttings in its warehouses in Louisville and has large quantities on storage at other points.

The independent manufacturers much hampered at the scarcity of raw material are casting about for a substitute for cigar cuttings, and, it is rumored, have decided to experiment with low grade burley leaf of the new crop, which is selling at 4 cents to 7 cents per pound.

"RED DEVIL PREMIUM CATALOGUE.

The Queen City Tobacco Co., of Cincinnati, has issued its premium catalogue and weather forecast for 1906, the latter "compiled by the Wizard of Winton Palace." The catalogue is an interesting and handsome production. In the first section is an illustrated article entitled "How Red Devil Tobacco is Made," the pictures showing the offices, casing, drying, cooling, and cutting, packing and shipping departments. The book describes a great number of useful and desirable premiums so that almost any wish can be gratified. The list of premiums, weather forecast for one year and a Red Devil barometer will be mailed from Sixth and Baymiller streets, Cincinnati, on receipt of six cents for postage.

VIRGINIA GROWERS WILL MEET IN MARCH.

The State Tobacco Growers' Association and Interstate Executive Committee of Virginia, will meet in Danville, March 12th, at 10 o'clock a. m., with the view of adopting the dark tobacco growers plan. A mass meeting will be held on the night of the 12th, which will be addressed by Hon. Joel Fort, of Tennessee; Hon. John Allen, of Kentucky; Senator A. F. Thomas, of Lynchburg, and other speakers. Every farmer in the country, the business men of Danville, South Boston and other places are urgently requested to attend this meeting. The business men of the cotton belt are co-operating with the planters and they are succeeding.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
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322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF TOBACCO
Importers of HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA

LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

GUILTY UNTIL PROVEN INNOCENT.

I can't help thinking there are an unusual number of reasons why a traveling salesman is deserving of pity; more than is the share of any one trade or profession. I've mentioned some of these reasons before, and I have no intention of going into them in wholesale now; but I want to speak of one of them on account of a newspaper story I read the other day.

This was of a man who had entered suit for $50,000 against a traveling man, charging alienation of his wife's affections. That is all right perhaps, but the plaintiff makes a blanket indictment against all drummers, whose principal pastime, he thinks, is debauching honest women. He says:

"I think a national law could be easily enacted which would protect the homes of citizens from traveling men."

The man is jaundiced by his domestic troubles, and whatever he believes of the man he is suing he believes of his craft. It is the too frequent tendency toward unfair generalization. Thus, all liquor dealers are vice-loving, all actors and actresses immoral, all newspaper men lying scamps, all abnormally rich men thieves, and so on.

It is a reversal of the law of criminal courts, and every man who belongs to a certain profession is guilty until he has proven his innocence; which he frequently never has the chance to do, as continued and apparent decent living is not accepted as proof by those who hold extreme views of this sort.

The traveling man gets, if anything, more than his share of this false blame. He has inherited a large measure of it from his loud ancestor of years and years ago, who was more of a mountebank than a business man. He was a flashy, oily boozer, who did what business he could in small towns and was a demi-god to the sportively inclined of those communities. The glitter of his false diamonds and his impudent eye, acted as a basilisk charm to the frailer maidens, and his career was like to be a succession of cheap triumphs.

Such was the old time drummer, the one who existed before the present splendid system of road salesmanship, and the one who yet figures in the story paper, the comic Sunday magazine, the melodrama, and in the minds of many persons who don't know any better.

Naturally there still are those on the road who are own sons to this breed. They dress more quietly, can use better language when occasion calls for it, and are generally cleverer and for that reason more dangerous. They are selfish and unscrupulous as far as their nerve will take them, and the worst that can be said of them is none too bad.

The old-timers and these sons of theirs have made for the honest road man the bad reputation which is likely to handicap him more than would be supposed. There are many of these who crave social recreation constantly. Where they have an unoccupied evening or two in a town, don't want to hang around the dreary hotel, don't want to go right to bed, tired of the theatre or else one may not be available, they crave the acquaintance of nice people on whom they might drop in and spend the evening.

I have known not a few salesmen under such circumstances to hunt up a church service, which, while it may not have been particularly exciting was regarded by them as infinitely better than leaning up against a bar for two or three hours, or sitting in a pool room.

But many an otherwise sensible woman will not allow a traveling salesman to sit at her table, because her knowledge of the class consists of a hazy notion of its representatives sitting around bar rooms keeping everybody in a roar with a series of dirty stories. Here are some of the footprints of that flashy ancestor which the decent salesman of today must try to cover with honest soil.

The anxious mother may have daughters, and she may believe that a man who is continually traveling around among all sorts of men and conditions can't bring a very good atmosphere into the home. She may be right to a certain extent, but the decent salesman, the man who is worthy of his calling has too much respect for a home to be willing to defile it in the least degree.

There are some salesmen, low down cattle they are, who have homes and wives and children, and who have no respect for any home because they haven't any for their own. This is not because they are salesmen, for they would act the same way no matter what their calling, and no indictment can be lodged against the craft on their account.

(Concluded on page 22.)

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

GEO. STEPHENSON
H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited
HAPPY JIM
GOSH! ISN'T THAT A FINE HAVANA FLAVOR

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

"DO you know, for one reason I hate to go in that store," said an enthusiastic smoker to the writer the other day as they passed a certain cigar store. The latter wanted to know why.

"Because," was the answer, "I never seem to be able to go in, buy what I'm after and come away. I always get let in for extra stuff."

"Do you mean they worry you into it like a second hand clothing store clerk would?"

"Oh, not at all; they've got very careful clerks. I mean that there is someone connected with the store who has a genius for the arrangement of stock. He changes the entire stock around as frequently as most stores usually change their windows, and each result seems more attractive than the last.

"I go in the store for a couple of cigars. Staring me in the face while I am waiting for my change is a new brand of short smokes, or a desirable looking cigarette, or a display of handsome pipes; or it may be nothing but an artistic pipe rack that I can't fail to see and covet.

"I'm interested in spite of myself, it doesn't take the clerk a minute to see it, he puts in a foxy little comment, and I'm trapped. It always seems to happen so in that store and they must sell a great many goods on that account. No matter where you look, you see something you'd like to have.

"I was trying to explain it in my own mind one day, because I didn't suppose this particular store had very much that you couldn't get in any other store, and I decided that the effect was brought about by the constant changing. A man who enters a store with anything like regularity, won't see much of the stock if it is arranged in the same way always. His eye will have been accustomed to it, and will no longer pay attention. Change things about, though, and he is bound to notice it, because the eye is impatient of change. That's the reason I always see something I haven't seen before, in this store, although it may be something that was near me when I was there before.

* * *

SLOT MACHINES IN MODERATION.

THE authorities in another Western city have ordered out all slot machines, and as usual, the concerns most affected are cigar stores and saloons. It seems a pity that these machines can never be used in anything like moderation but must always be abused. In the city in question, the reason given for the edict, is the fact that gambling has become rampant, so much so that a machine must be an out and out money gambling device to be popular.

There is no doubt that the cigar machines, which pay at least one cigar for every nickel spent, and an additional number for lucky throws, add considerably to the business of dealers, especially small ones. Used rightly, there has never been a great deal of kick against such devices as this, because the man who patronizes the machine can't possibly receive less merchandise than he would get over the counter by payment of the same sum, and he stands a fair chance of getting more.

But this style of machine soon ceases to satisfy, evidently because it becomes too tame. Machines are installed where the player receives nothing for his money unless he hits it lucky, but in that case receives greater odds. From that it is an easy step to the machine that receives and pays nothing but money and the mischief is done. Crowds of small gamblers cluster about favorite machines, until the police are forced to take cognizance and shut off the whole business, for it is then no time to discriminate.

Dealers who are allowed, or at least take for granted they are allowed to run a cigar machine of the more innocent variety, will do well to nurse it. Be satisfied if it is tame, and should any of your customers cry for something more strenuous, tell them to look for it somewhere else. By listening to them you would simply be killing the goose that lays the golden egg.

* * *

DEAL WITH THEM DIPLOMATICALLY

THERE are certain brands of cigars or cigarettes that are better known than others, not because they are of better quality, but for the reason that they are much better advertised. Sometimes the quality has been allowed to deteriorate to a certain extent after the demand has been created and the advertising is depended upon to keep up that demand in spite of the deterioration.

Such brands as a rule, can't be bought on very easy terms, and many dealers, if they have satisfied themselves that the brand has gone back in quality, hate to be obliged to handle them. Some do it with obvious reluctance, so that any customer who asks for the cigar can notice it. For instance, on being asked for it, the dealer hunts around some time for the box before producing it.

This is a mistake because it can't possibly lead to any good results and may possibly not please the customer, who may be in a hurry, or who may not want to appear as if he were asking for something that is unusual.

It is much better to hand the box out promptly with absolutely no comment unless it is invited. One dealer discussing this question, cited the instance of a man coming in and asking for "a good five cent cigar." The dealer put him up one or two brands that he thought were as good as any in his store. The customer looked at them and said: "Haven't you got the ——?" a little suspiciously.

The dealer handed the brand up immediately, and while he said nothing, he allowed his movements to convey the idea that he could not understand why the last brand was asked for when the others could be had. In this case, the customer hesitated for a moment and said, "The —— doesn't seem to be as good as it used to be," to which the dealer merely replied, "We don't sell as many as we did." The customer then bought what he needed from the first box shown him.

In one way, the average customer is a good deal like the pig which is to be sent to market: he will go just whichever way he thinks you don't want him to. If he has an idea first that you don't want to sell him certain goods, and then sees that you are all ready to supply them to him, he doesn't want that kind near so badly as he did. But if you try to substitute something for what he has demanded you will find him as stubborn as a mule.

* * *

FALSE ECONOMY.

QUITE a while ago two friends started in the cigar and tobacco business, each with a separate store. They had different ideas and of course each was prepared to conduct his store as he thought best. A few days ago they happened to meet and fell to comparing notes.

One man at the commencement believed that nearly everything depended on keeping down the cost of selling. His store, after he got it started was shabby, because he didn't want to take the money to fix it up and keep it fixed up. His help was cheap and he even saved money on his own clothes, so that he verged on shabbiness.

By sheer hard work and perseverence, for there isn't a lazy bone in the man's body, he managed to make a living. He couldn't seem to increase his trade, but he pinched and saved so he came out. He admitted the other day that he is making a bare living and no more, and that it would take only a little spell of bad luck to put him worse than when he started.

The other man economized a good deal, too, but he did it all in ways people couldn't see. He ate the cheapest food, and his personal expenses were just as low as he could make them, except that his clothes always looked well.

Every cent over and above what he needed to keep his stock up he put in his store. He engaged a pretty good clerk, who shared his employer's enthusiasm, because he had sense enough to see that the man would get ahead. The store got to looking better and better all the time because there was always something being done to it to enhance its appearance.

The first dealer told his friend he was a fool to adopt such methods because no business could be conducted with such a high cost of selling.

"But this isn't the real cost of selling at all," was the answer. "I admit that I couldn't keep it up at this rate, but fortunately I don't have to. These improvements, and the advertising I do are bound to bring me new customers, and a good many of them. Every new customer reduces my selling cost, so that finally I will have it down to as low a point as you have, and will be doing a much larger business."

The first dealer was very skeptical, but the second one persevered. He soon had one of the handsomest stores in his section of the city and as he was up-to-date in everything he began to get the results. He is doing a prosperous business today, and can afford to order what he likes to eat, and to live as comfortably as he pleases.

The meeting the other day between the two dealers was a rather sorrowful affair, as the prosperous man felt nothing but pity for the other, which was reciprocated by a feeling of bitter envy, the other man declaring that "some people have all the luck."

This little, true parable points its own moral which is a pretty safe one to observe. There may have been parallel cases where the combination of circumstances sent the venturesome dealer to the wall while the other saved himself, but it must have been an an exceptional case for there is no truer saying than "nothing venture, nothing have."

* * *

BE SURE TO KNOW THE REAL SELLING COST.

HOW many dealers know how much it costs them to sell goods. How many know the expense of doing business last year? When you buy a bill of goods and add 20 per cent or so to the cost to reach the selling price, it will probably make a difference in your original figuring on net profits.

Take the figures of your last year's sales and expenses and see just what it is costing you to conduct your business. In figuring expenses the total paid out should be figured. Don't include only the rent and clerk hire, but all the incidental items as well, and just what percentage of your gross sales it amounts to. In this way you can reach a conclusion as to what it is costing to sell goods, and in no other way can you find the actual percentage required to move your stock during the year.

* * *

HOW TO KEEP CIGARS.

Editor Tobacco World:

Kindly advise through The Tobacco World the following questions:

1. Where is the best place and how should it be arranged for a jobber to keep cigars in good condition?

2. Do cigars lose their fragrance after being made two years?

3. Will cigars in boxes and made of different tobaccos affect each other if placed in an enclosed room?

A SUBSCRIBER.

1. About the simplest method of keeping cigars which has been found satisfactory, is to place them in the cellar in ordinary packing cases, the cases being raised about a foot from the ground. If there is a heater in the cellar have the cases some distance from that. You can thus draw upon the stock as you need it, and at the same time keep a watch on the cigars. Should you find that the cellar conditions were making them too moist or too dry, simply carry the cases upstairs for awhile. 2. Cigars are bound to lose some of their fragrance as the gum dries out. 3. No.

cured and ... mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

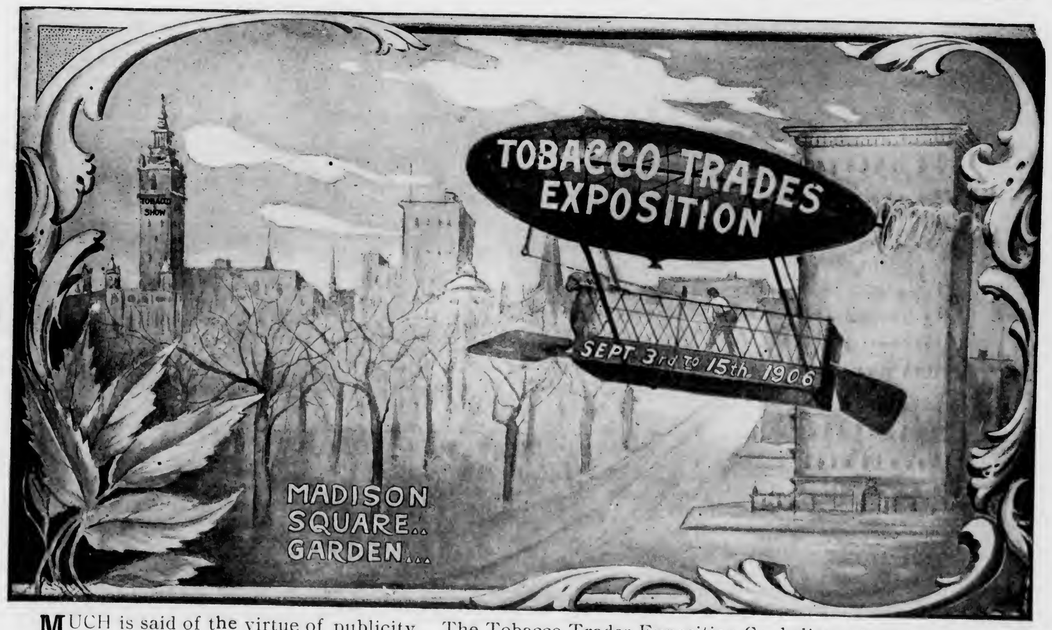
Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Please Mention The Tobacco World



MUCH is said of the virtue of publicity. The Tobacco Trades Exposition Co. believes in printer's ink. *The Tobacco Trades Exposition will be the Most Widely Advertised Exposition Ever Held in New York City.* Diagrams, rules and regulations of Exposition mailed upon request.

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MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET DULLER THAN EVER BEFORE.

Sales for Week Did Not Total 1,000 Bales, on Account of Scarcity of Buyers in Town. New Crop May be Large as Last Year's, But Much Will Probably be Washed and Overgrown.

(Special Correspondence of The Tobacco World.)

Havana, February 19, 1906.

The market during the week has been exceedingly quiet, in fact it may be said that this has been the dullest week Havana has ever encountered, as the total sales do not reach even 1,000 bales.

The principal reason is that, while there are enough cigar importers in town, the leaf buyers seem to have stayed away from Cuba. Of course while the stocks on hand are exceedingly low, and do not offer the usual selection which the buyer who comes here is accustomed to find in first hands, there are still enough varieties to be had from the American export houses as well as from some speculators.

Prices are high but in view of the probability that the new crop will likewise bring high prices, there is no reason why some buyers who have been in the habit of coming here should avoid so doing now.

As far as the new crop is concerned, I have heard that the rains last week did more damage to the freshly planted tobacco, while on the other hand it is to be supposed that it did some good where the plants had reached a certain height. While a good many people appear to be anxious and would like to know some further particulars in regard to the coming crop, it is really too early to speak with any accuracy as to the final result.

There have been some plantings made during the past and this month, but unfortunately the high figures which prevailed on account of the scarcity of seedlings, made it impossible for the small farmers to take advantage of the favorable weather conditions and invest in new seedlings.

Under these circumstances it remains to be seen what percentage of a crop will be harvested. That there will be some good tobacco stands to reason, as the first exaggerated reports of the crop having been lost entirely in some localities were, fortunately, unfounded.

The news from the Vuelta Arriba or Santa Clara province has been the most favorable of all the tobacco growing districts, and judging from the reports received from the different sections it may now be stated that perhaps in quantity the crop may turn out as large as last year. There is, however, quite an amount of washed and overgrown leaves, which I am told may be unmerchantable, and it is doubtful whether the farmer by baling such stuff would cover the expense of handling the same, or whether it would not be advisable to return it as a manure to Mother Earth.

Surely for the United States market it would have no value whatever, and the only possible chance is whether the European countries, like Spain and Germany, would make it an object for the farmer to assort and select the leaves.

If the weather conditions prove to be favorable for the next three months, the United States may count upon a greater or less percentage of good 1st and 2d capaduras. Prices, however, are bound to rule very high, as the cost of production to the farmer has been considerably more than last year, and through the competition existing among the different packers, it is not likely that conservative figures will be insisted upon by the dealers in their desire to make an escojida this year.

Sales

amounted to 871 bales during the past week, divided into 530 of Vuelta Abajo, 216 of Partido and 125 bales of Remedios. Buyers for the United States were satisfied with 476 bales, while the local manufacturers purchased 395 bales.

Buyers Come and Go.

Arrivals.—Tobacco Dealers.—From New York: A. Guedalia, of Guedalia & Co.; from Chicago: Walter C. Sutter, of Jacob Sutter & Sons; from Minneapolis: William Hooker, of the Hooker Cigar Mfg. Co.; from Paris: L. Blondeaux, of the French Regie. The following cigar importers also arrived this week:—from New York: B. Wasserman, of B. Wasserman & Co., and L. Underdorfer, of the Siegel Cooper Co.; from London: Arthur Hunter, of John Hunter, Wiltshire & Co.; J. Faber, of J. Faber & Co., and S. King, of S. King & Co.

Departures.—For Tampa: Antonio Calzada; for Spain: Manolin Cano; for Hamburg: Alfredo Meyer and Adolfo Moeller.

Havana Cigar Manufacturers

continue to do a phenomenally large business, considering the season of the year, and particularly are the larger independent factories favored with excellent orders for the United States and Great Britain. There is also a fair demand for Canada, Australia and South America. The large number of cigar buyers from London as well as from the United States has helped to

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Cable: ONILEVA. *Habana*

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

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Rayo 110 y 112 — HABANA

Bruno Diaz — R. Rodriguez

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SUAREZ HERMANOS,

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FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

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P. O. Box 374. HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Codes used: Lieber's Standard (Ed. Espanola)

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

swell the trade in the local independent factories.

H. Upmann & Co. shipped 700,000 cigars last week, and their H. Upmann factory is working with full steam, turning out, as I heard it stated, 65,000 cigars per day.

Partagas.—This factory has issued a circular, dated the 9th inst., that the firm of Cifuentes, Fernandez & Co. has formed a new co-partnership under the same style for a period of ten years. The brand Flor de Tabacos de Partagas & Cia has been transformed to the new firm, and the latter has also taken over all the assets and liabilities of the former leaf firm of R. Cifuentes & Co. The managing partners are: Don Ramon Cifuentes, Don Jose Fernandez Lopez (Maquila), and Don Francisco Pego. Besides, the following gentlemen have been admitted as special working partners: Don Eustaquio Alonso, Don Manuel Cifuentes, Don Antonio Lopez Garcia, and Don Jose Fernandez Rodriguez. While I was in the factory I learned of a contract for 2,000,000 cigars having been given by one American firm, while the many English cigar buyers here have filled the order slate to such an etxent that t will take a long time to liquidate the same.

Por Larranaga is also having an exceptionally busy time, as the many cigar buyers here have not overlooked favoring Don Antonio J. Rivero, the manager, with a large share of their orders, both for the English and American markets.

Ramon Allones & Cruz Roja is likewise one of our factories which has been crowded with orders right along, as Rabell, Costa, Vales & Co. have orders for over 2,000,000 cigars to be delivered to their various customers. Three London importers left calls for more than 600,000 cigars alone, which I learn are mostly for Regalia sizes.

Sol.—The National Cuba Co. now represents the Sol and Luis Marx brands in Canada. Behrens & Co. are doing better business each day, and Don Carlos Behrens is very well satisfied with the present state of affairs at the Sol factory.

Buying, Selling and Other Notes of Interest.

Sobrs. de Antero Gonzalez sold 395 bales of Vuelta Abajo and Remedios to local factories.

Suarez Hnos. made several sales last week, but they still hold some very fine vegas, suitable for clear Havana cigar manufacturers.

Loeb-Nunez Havana Co. disposed of 200 bales of Vuelta Abajo and Remedios.

Walter C. Sutter surprised us by his return so soon after he had left Havana, but it is said that the firm of Jacob Sutter & Sons had disposed of his purchases almost immediately upon his arrival; therefore he is trying to see if he can replenish the depleted stocks.

Jose F. Iribarren turned over 120 bales of Vuelta Abajo and Partido.

A. Guedalia selected some vegas for his factory.

G. Salomon y Hnos. were sellers to the extent of 79 bales of Partido.

Receipts From the Country

	Week Ending Feb. 17 Bales	Since Jan. 1 Bales
Vuelta Abajo	249	3,053
Semi Vuelta	—	101
Partido	60	1,156
Matanzas	19	30
Remedios	214	4,333
Total	542	8,673

This is the picture which was promised two weeks ago, showing the Cook County Democracy Band, of Chicago, drawn up at rest in front of Por Larranaga factory, which the musicians visited. There are a lot of others in the picture, too, including the senoritas on the balcony, but their features are too small in the cut to be distinguished.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

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Havana Leaf Tobacco

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San Miguel 100,

Cable: "DOMALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

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COMMISSION MERCHANT

LEAF TOBACCO and CIGARS

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

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Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

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Specialty: Vuelta Abajo and Partido

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NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

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138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
NEW YORK.
Cable Address: "HERE"

TOBACCO NEWS OF GREATER NEW YORK

New York, February 26, 1906.

Business has not been very brisk with the majority of retailers with whom I came in contact this week; many of our downtown dealers claim to be doing a nice business while those uptown had many complaints to offer.

I heard a thousand and one different explanations why the Retail Cigar and Tobacco Dealers' Association was forced into bankruptcy.

Many of the retailers were under the impression that it was a money making game for just a few of the directors.

The cigar factories especially the larger ones are exceptionally busy.

The leaf trade has been very active; Florida wrappers sold well this week and the new force sweated Connecticut is also moving nicely, the ruling asking price being from 25 to 30 cents running; for the light seconds from 18 inches up the price is 28 cents and for the 16 inch goods 25 cents.

I learned of a sale this week put through to one of our Water street leaf firms of five cases of old light Connecticut wrappers at 50 cents m. w., and three of the cases were nothing more than leafy seconds. Force sweated Pennsylvania Broadleaf is bringing 21 cents for binders. No one seems to have any Zimmer to offer; those that have some say they have to bring them 21 cents m. w., running.

With the feeling in the tobacco trade that a $1,000 to $1,500 fire loss in the basement of a bonded warehouse can create a smoke loss for the fire insurance companies of about $100,000 or more, most of which is not apparent, the underwriters claim that the only course open to them is to deal with the situation through such an advance in the rates as will meet such a condition, and such a diminution of lines as will avoid any serious loss from one small blaze.

The A. Hussey Leaf Tobacco Co. reports business very brisk for the end of February, their "Little Traveller" which was recently mailed broadcast to cigar manufacturers having added a large number of new customers to their books. The concern still has a nice assortment of desirable old leaf on hand and manufacturers would do well to write them for samples.

Dicky Salomon, of W. Dittenhoeffer, leaf dealer, Philadelphia, was in this city on Friday, accompanied by his wife.

Herz Bros. will soon remove to larger quarters, corner Front street and Maiden Lane, as soon as the building is ready for occupancy.

J. Lewisheim, of 113 Maiden Lane, dealer in presses, scrap and bunching machines and all kinds of cigarmakers' supplies, has sold out to John Saunders who formerly was with J. Leviberg, a cigar manufacturer here. Mr. Saunders will operate the business on the old lines. Mr. Lewisheim will now devote his time exclusively to the business of the Keystone Novelty Co., of which firm he is a member.

A. Platek, cigar manufacturer and retailer, of 62 Fulton street, will remove on or about March 1 to 64 Fulton street.

Rob. Simpson, cigar broker, has returned from a brief trip to Philadelphia and contemplates leaving next week on a business trip going as far as Cincinnati, and taking in the principal cities between here and there.

Fernando Alvarez, Havana importer, left on yesterday's steamer for Cuba.

Victor Suarez recently returned from the island.

Ike Blumenstiel, Hamilton, Ontario, cigar manufacturer whose Barrister cigar is one of the leading brands in Canada, has been spending the week here and making headquarters at Levi, Blumenstiel & Co.'s office.

Chas. Waller, with Jos. S. Gans & Co., has returned from a week spent at their warehouse in Broad Brook, Conn., looking over the packing of the new crop.

Jack Fowler, of the United States Tobacco Co., was here this week. Central Union cut plug in the 8 and 16 oz. tins sold so well here of late that many of our jobbers have run out of it and the factory has been a trifle slow in filling the orders.

A new concern soon to do business here is the Regulus Cigar Co., capitalized at $50,000. Bernardt G. Meyer, Israel Ablowich and I. A. Mendelsohn are the incorporators.

Uffo Strackerjan whose cafe corner John and Pearl streets, was largely patronized by many of the tobacco trade, committed suicide Friday night.

Chas. W. Salomon, of the De Florida Tobacco Co., is again in Pennsylvania calling on his customers in the First and Ninth districts.

The Eton Cigarette Co., makers of the Eton cigarettes with offices on Union Square, has been incorporated, with the following directors: C. M. Becker, W. T. Sullivan and E. T. Burton.

Hyman Velenchik, of Velenchik Bros., Philadelphia leaf dealers, was a visitor in our leaf market on Friday.

The cigar store of David Sherck, 617 Fulton street, Brooklyn, who recently died, is now being run by the widow.

A new cigar store will open for business about March 1 at 326 Lenox avenue, when the alterations will have been completed.

The Uno Cigar Co., which recently moved to 1556 Third avenue, reports a good business for the present month. Owing to the similarity of the names Uno and Unico of the United, many retailers are taking advantage of same and have bulletins on their windows offering the Uno, a 10 cent cigar, over Saturday and Sunday for 5 cents similar to the United's offer.

At a recent receiver's sale of leaf tobacco of the defunct Bronx leaf dealer, F. Wasserberger, the principal purchasers were Geo. Waas, of East 106th street; M. Greenwald, of East 110th street, and N. B. Cohen, of the Uno Cigar Co.

The Washburn Cigar Co., which operates cigar stands in the United States Arcade and Orient Buildings, has opened a branch store corner Fulton

(Concluded on page 16.)

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.
JOSH BILLINGS

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars
GOLDEN EAGLE CIGARS
They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, FEBRUARY 28, 1906.

THE NEW YORK ASSOCIATION.

One of the deplorable results of the failure of the New York Retail Cigar and Tobacco Dealers' Association will be the harm it will do the independent cause by reason of causing a wrong impression. Many who are in sympathy and may have felt disposed to throw in their lot with the independents will look upon this casualty as a token that the cause is not strong enough to cope with the conditions.

This, as was said, will result from a wrong impression, made upon those who are either not familiar with the facts or who may be half familiar but have not taken the trouble to arrange them properly in their minds.

The Tobacco World does not understand what particular good it does to cry "I told you so," yet there is a general rule of cause and effect governing such conditions as have been existent lately, and it was not difficult to arrive at the probabilities.

The bankruptcy of the association in no way demonstrates an incompetency or weakness of the independent movement, but simply shows the strength of the temptation to push a corporation for all it will yield. The organization was started with the proper ideas and intentions and its very essence was meant to be co-operative.

It was by this solid and impartial union that the concern hoped to compete successfully with the trust. The capacity of the association broadened and this progress apparently bred commercial ideas in the minds of some, or at least one of those prominently identified with it. The stock became more and more unevenly distributed until the control finally reached the hands of one man, who recently chose to assert his power in unmistakable terms.

The rank and file became less and less cohesive, and the association was really no longer a co-operative organization. Harmony became strained, there were resignations, recalled resignations and threatened resignations, until further progress under the same flag was impossible. There had to be a climax of some kind, and it came in the form of an action on the part of the creditors.

The intrinsic weakness of the independent cause at present and up to date, apparently lies in the fact that there are always those who, when prosperity and success show a gleam of their faces, seek to corral those desirable qualities for themselves. The brig sails forth as a missionary, and flattered by success and dazzled by a glimpse of possibilities, changes into the merchant service; its influence as a missionary is at an end.

It is perfectly proper to encourage self-support, and even money-making in such a movement, but unless this remains of an unselfish character, the venture can never succeed.

THE AUSTRALIAN ANTI-TRUST BILL.

The Commonwealth anti-trust bill which is engaging the attention of the Australian trade seems an effective provision against the restriction of trade in that country, and it also attempts to prevent undue competition on the part of distributors of foreign goods; or in other words, its fathers do not intend to permit the American or British or any other trusts to set down goods in the market cheaper than the domestic manufacturers can produce them.

There are special and very specific paragraphs to prevent this occurring by employment of technicalities, action being taken by the Comptroller-General reporting a supposed offense to the Prime Minister who shall appoint a board of three persons to investigate and report. An unfavorable report means prohibition of the goods in question from the port either under conditions or absolutely.

In regard to the formation of a trust for domestic competition, the bill declares:

"Any person who willfuly (a) being a commercial trust, makes or enters into any contract, or is a member of or engaged in any combination to do, or (b) makes or enters into any contract with, or inspires or engages in any combination with, a commercial trust, to do, or (c) as an officer, member, or agent of a commercial trust, does or makes or enters into any contract to do any act or thing in restraint of trade or commerce among the several States or with other countries, to the detriment of the public, or any act or thing with the design of destroying or injuring any Australian industries by means of unfair competition with respect to such trade or commerce, is guilty of an indictable offence against this Act, and is liable to a penalty of £500, or one year's imprisonment, or both.

"Every contract made or entered into in contravention of this section shall be absolutely illegal and void.

"Any person who wilfully (a) being a commercial trust, monopolises or attempts to monopolise, or (b) being a commercial trust, combines or conspires with any other persons to monopolise, or (c) wilfully combines or conspires with a commercial trust to monopolise any part of the trade or commerce among the several States, or with other countries, with the design of controlling, to the detriment of the public, the supply or price of any merchandise or commodity, is guilty of an indictable offence against this Act, and is liable to a penalty of £500, or one year's imprisonment, or both.

"Every contract made or entered into in contravention of this section shall be absolutely illegal and void.

"Whoever aids, abets, counsels, or procures, or by act or omission, is in any way, directly or indirectly, knowingly concerned in or privy to (a) the commission of any offence against either of the last two preceding sections, or (b) the doing of any act outside Australia which would, if done within Australia, be an offence against either of the last two preceding sections, shall be deemed to have committed the offence, and shall be punishable accordingly.

"The Attorney-General or any person thereto authorised by him may institute proceedings in any competent court, exercising Federal jurisdiction, to restrain by injunction the commission or continuance of any breach or contravention of this Act.

"Any person who is injured in his person or property by any other person, by reason of any act or thing done by that person in contravention of this Act, may, in any competent court exercising Federal jurisdiction, sue for and recover treble damages for the injury.

"No person shall in any proceeding under this section be excused from answering any question put either viva voce or by interrogatory, or from making any discovery of documents, on the ground that the answer or discovery may criminate or tend to criminate him, but his answer shall not be admissible in evidence against him in any criminal proceeding other than a prosecution for perjury."

THE TOBACCO TRADE IN PHILADELPHIA.

Business seemed a little better during the week with many of the retailers, and some of them cheered up sufficently to place larger orders with the jobbers. The two holidays may have made some difference, but in this city it is hard to tell whether a holiday is going to be a blessing or not. Competition seems to be keener in Philadelphia than ever before, and every dealer of size is interested in knowing what others are doing. Price cutting is getting to be the craze again, but as a rule does not last long in this city.

The manufacturers have plenty of business, and those who care to are working full handed. A number of them declare they are not making a cent these days, and don't expect to for many months to come, but are continuing to take orders to keep their business going.

There is nothing startlingly new to be said about the leaf market. Inquiry is eager, and there is little doubt that any dealer in town could close out his stock as soon as he wished to. If anything, prices are more easily obtained than heretofore.

The Bayuk Bros. Cigar Co. is among the very busy local manufacturers, and although the B. B. Blunt is an expensive cigar to make under present conditions, the firm is keeping up to orders as well as it can. Havana Ribbon is also having a good run.

The trade was interested this week by a report that Pedro Alduncia, a book-keeper for the Loeb-Nunez Havana Co., in its Havana offices, had disappeared and left a shortage of several thousand dollars. Mr. Loeb is at present in Havana investigating, but as yet has forwarded no report to Philadelphia. Milton Herald the secretary of the company said yesterday that nothing definite could be stated at present except that the man was missing.

Max Herzog, with P. Dennerlein & Sons of New York, was among the visitors in the local market this week.

Preparations are being made to start an anti-cigarette crusade in this city, which will undoubtedly fail because it is not confined to waging a war against the sale of cigarettes to minors. A meeting is to be held on April 4th, at which addresses will be made on cigarette fiends. It is advertised that Assistant District Attorney Patterson will suggest possible means of driving cigarettes out of Pennsylvania.

The Vicente Portuondo Cigar Mfg. Co. has just booked a number of large orders, which, while they will keep the factory busy, can be handled owing to the increased facilities of the present locatioon. These quarters have been acquired at an expense of about $10,000 incurred in converting a large sugar refinery into an up-to-date, sanitary cigar factory, occupying nearly half a block.

Joseph Way has leased a part of the building on the south-east corner of Fifth and Market streets, and when the necessary alterations have been completed, will occupy it as a cigar store. This will make the fourth establishment to be conducted by Mr. Way, and who has been successfull with all of them. Godfrey S. Mahn Co. expects to open another store at 217 South Broad street some time in March. The branch store plan is certainly growing in this city, and the dealers who venture them are evidently satisfied with the results as they lose no opportunity for further expansion. There are several of these chains of stores in Philadelphia now.

F. W. Galbraith, Jr., President of the Queen City Tobacco Co. of Cincinnati paid a flying visit to Philadelphia this week to attend to some business that required his presence on the spot. He found that his agents, Arthur Hagen & Co. had the Red Devil business in very good shape.

The Finley Acker Co. seems to have gone into the cigar business very much for keeps at the Quality Shop. There is little disposition to cut prices, and a good standard line is kept. Quite an impressive window has recently been attracting attention, the contents showing the course which tobacco must undergo in becoming a cigar.

The American Tobacco Co. has been advertising for girls to work in its new factory at Third & Ontario streets, and the plant will soon be running in full blast.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

FOR SALE at Half the Original Cost—Progress, Perfecto, Keystone, Eclipse and other makes of Bunching Machines; 1100 25-section Subrosa shape all-tobacco cigarette molds, and 1800 25-section No. 9696 all-tobacco cigarette molds, almost new, cost $1.25, price 50 cents; thousands of 20-section molds at 35 cents. Address WINGET MFG. CO., York, Pa. 2-14-r

EXPERIENCED SALESMAN, well acquainted with the cigar trade in New York City and New York State, desires position with representative manufacturing house. Address EXPERIENCE, Box 65, care of Tobacco World, Phila.

WANTED—Representative to represent us in the State of Pennsylvania outside of Philadelghia, to sell our full line of goods. Inquire of LEOPOLD MILLER & SONS, No. 611 West 129th Street, New York. 2-21-h

WANTED — Bunching Foreman in large factory; one who understands the Winget Perfecto Bunching Machine. Address FOREMAN, care of The Tobacco World, Philada. 2-14-r

WANTED—Cigarand Leaf Salesmen's Addresses We have an article just patented that will double your sales. Address A B.C, care of The Tobacco World, Philadelphia. 2-14-r

FOR SALE—Lot of Cigarmakers' Tables, Packers' Tables, Chairs, etc. Address V, Box 66, care of The Tobacco World, Phila. 2-21-h

WOULD YOU LIKE TO SAVE MONEY?

The great strides which have been made in the growing of American Sumatra are worthy of your attention. Besides being in Appearance and Burn the Equal of the Imported Article, we claim the SAVING *on your Wrappers will amount to at least* THREE DOLLARS. *Our holdings are the Choicest Products of the Tobacco Growing Counties of Georgia, and if you are a believer in Home Production you should give the following offerings a trial:*

Georgia Light—Slightly Spotted, Rich in Colors, and Enormous Yield, **$2.40** per lb.

Georgia Light—Plain Colors, Rich Yield, **$2.00 to $2.25** per lb.

Georgia Medium—Brown Color, **$1.85** per lb.

Georgia Medium—Good Yielder, **80c.** per lb.

Special Prices on Bale Lots.

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO,

240 Arch Street, Philadelphia

We carry a Full Line of Imported Sumatra and Domestic Tobacco.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

The American Tobacco Company
Makers of the Famous

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

NEW YORK TOBACCO NEWS.

(Concluded from page 12.)

and Pearl streets. It is rumored that the United have leased the privilege for a cigar store or stand in the United States Arcade, and that the Washburn Cigar Co. is being forced to vacate same and in consequence has opened up this new store on the opposite corner. They carry all the popular brands such as La Medina, Charles the Great, Webster, Sanchez y Hermanos and the popular Philadelphia brand, Cinco.

M. Scadron & Son, who operate three cigar stores here, intend shortly to open a fourth store which will be on Eighth avenue near 136th street. M. Scadron & Son are manufacturers of the William the Silent, clear Havana goods, and this brand is very popular with their customers. Young Scadron manages the Nassau street store and is well liked by the patrons. The dice box is always in readiness for an emergency call.

F. Smrkovsky, manufacturer and retailer at 1246 Second avenue, sells all the cigars over his counter that his four men can make; he claims a satisfied customer is his best advertisement.

Brandes Bros. on East 42nd street are now offering their customers Cambio, a 10 for 25 cent package of clear Havana short smokes, made exclusively for them by the Jose Lovera Co., and Lady Juliette a 7 cent straight cigar seems to have caught on nicely.

The Imperial Cigar Co. at 51 Broad street, appears to be doing a nice business; they have a cigarmaker making cigars in their show window in full view of the public. Many signs are pasted on the window, such as Roast the Trust Until They Bust; Don't Hit the Pipe, Smoke our Havana Cigars; The Trust Uses Georgia Tobacco, We Use Havana, etc. This concern will soon open a branch store at 21 Broadway.

M. Reich, 463 Third avenue, manufactures in the rear of his store and keeps four cigarmakers steadily employed; his leading brands are Highest Degree and United States Standard.

I. Wertheimer 439 Third avenue, does a jobbing business in connection with his store; he handles mostly all trust made goods.

Arthur Kaskel is now representing L. Miller & Sons in Greater New York.

Joe Abrahams, manufacturer of the popular Louis Bonaparte 10 cent cigars, will call on some of his Connecticut trade this coming week.

John Sandblom 530 Third avenue has considerable Swedish trade; he carries many brands of imported snuff and is also a distributor for the Clark & Snover Tobacco Co. of Scranton, Pa.

Simon Kahn, 193 E. 42nd street has worked up considerable trade in the 16 years that he has been in business on 42nd street; he manufactures only Havana goods and buys all of the cheaper grades of goods which his trade requires. Mr. Kahn also sells large quantities of short smokes which he has made up for his trade by A. M. Pacholder & Co. of Baltimore, Md.

J. Charmes, 1785 Amsterdam avenue, owing to hard work and perseverance, has worked up a good steady trade; he keeps nearly everything that there is a call for and among his leading brands are Leopold Powell & Co.'s Espina, Regensburg's clear Havanas, Storm's Seconds. In tobacco Level Head and Red Band sell well. This week a handsome window display of Egyptian Arabs is attracting much attention.

D. Bing's branch store at 1836 Amsterdam avenue, is doing nicely. Mr. Bing features El Bingato, a clear Havana cigar in many sizes which is getting to be a pass word in that locality, and a complete assortment of the many imported brands is always kept on hand. Mr. Bing expects to vacate his other store on Eighth avenue near 53d street on May 1, as the United has leased same over his head.

S. Sachs, 1773 Amsterdam avenue, has a good newspaper trade in connection with his cigar trade, he handles all the popular goods and has worked up considerable box trade. His leaders include Regensburg's, Sanchez y Haya, Henry the Fourth, Gatos and Berriman Bros.' La Evidencia. In short smokes Association Seal and Telonettes have the call.

A. Goldstein, proprietor of the Bronx leading cigar store, 622 East 138th street, foot of L station, has one of the best paying stores in that locality. Mr. Goldstein recently added to his stock A. M. Pacholder & Co.'s Q. T. and Y. Bet A. cigarros.

At the United's Wall street store a new clear Havana cigar called Orlando in many sizes is being offered to the patrons.

The Potter Building store is offering the 3 for 5 cents package Royal Bengals, at 5 packages for 15 cents.

Many of the United stores are featuring the El Toro Porto Rican cigarettes, at 5 cents a package, also many new brands of Porto Rican cigars such as Larimosa, Bayroa, etc.

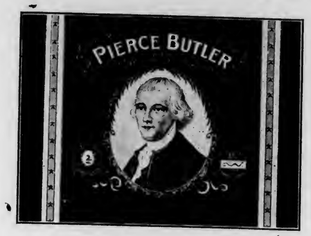
A few of the branches are selling Nestor cigarettes at 18 cents a package.

I heard that the United Co. has secured the lease of Sacqui's cigar store on Lenox avenue near 116th street.

New branches will soon be opened at 111 Canal street, 237 Sixth avenue and one in the Bronx at 161st street, and in the Herald Square Theatre Building which it is said the Company has acquired through its Realty Co.

GEORGE FEHR A BENEDICT.

Geo. N. Fehr, son of John U. Fehr and junior member of the wholesale leaf firm of John U. Fehr & Son, of Reading, Pa., was married two weeks ago to Miss Clara Goodman, a popular Reading belle. Mr. and Mrs. Fehr have taken up their residence on North Fourth street, Reading, where they are now at home to their friends.



W. H. SNYDER
& CO.
Windsor, Pa.

Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nasg."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
ENOS SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders
Cigars made strictly of the very bes
VUELTA ABAJO TOBACCO

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

Important to Cigar Manufacturers:

An independent Tobacco Manufacturer will buy your cuttings and pay highest market price for first class goods: Must be good: Wire or write quantity ready to ship; send samples to

Independent Manufacturer
c/o Tobacco World
Philadelphia

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

LANCASTER WAREHOUSES FILLED

Farmers Not Worrying About Settlement Day, as They All Have Money

Lancaster, Pa., Feb. 26.

Delivery of leaf tobacco is still in progress, and most of the warehouses are well filled with tobacco yet to be packed, while considerable quantities have been put through force-sweating processes and are about ready to be marketed. The trade seems to be eagerly awaiting samples of the new goods, owing to their scarcity.

The 1st of April is usually a period of some anxiety for a great many farmers, as it is the annual settlement day, and in former years it was about that time that leaf packers could often pick up some crops, from among those growers who were obliged to raise money and had not yet sold their tobacco. But this year it is quite different, for most of the farmers have already sold and delivered their crops, and the money for them is in their pockets or in the bank; consequently April 1st is not concerning them much, as they are fully prepared to meet all requirements promptly.

John F. Brimmer, through his attorneys Coyle & Keller, has instituted proceedings against Elmer Hoover for his alleged failure to deliver to the plaintiff certain tobacco which had been contracted for but which the defendant, who is a resident of Elizabethtown, had delivered to another dealer. The action has been brought to recover damages sustained by Brimmer by reason of a loss in not getting the tobacco as per contract.

Jacob Mayer, an oldtime tobacco packer of this city, has been receiving considerable tobacco from York County; about 35,000 pounds were received last week which had been shipped from Brogueville, York Co.

John M. Reninger, formerly a cigar manufacturer at Terre Hill, died last week at his home in that town, aged 73 years.

Richard H. Hildebrand, of Ephrata, Pa., died last week of heart disease and an attack of grip, at 70 years of age. He was formerly a farmer and cigarmaker, but had lived a retired life for several years. Deceased was the father of Paris Hildebrand, a prosperous cigar manufacturer at Reading, and Phares Hildebrand, a traveling salesman with J. U. Fehr & Son, leaf tobacco dealers at Reading.

Herman Stein, stogie manufacturer and leaf dealer of this city, has brought suit against a York County farmer through Justice of the Peace T. E. Brooks, of Red Lion, on account of the farmer's failure to deliver crops of tobacco bought by Stein's representatives last fall.

NEWS ITEMS FROM ALTOONA.

Goods Moving Briskly and Reports are Favorable.

Altoona, Pa., Feb. 26.

J. H. Calvert, a well known jobber of independent goods, has just moved into his new brick building on Thirteenth avenue. Mr. Calvert anticipates building a large frame store room in the rear of his new home.

Festenstein Bros., late of Pittsburg, have taken the three-story brick building 1703 Seventeenth avenue for the purpose of enlarging their factory for cigars and tobies; they now employ 35 hands and expect to use many more as soon as permanently settled. Their specialty is the manufacturing of private brands for the local tobacco jobbers.

I. Kanter, wholesale confectioner, is going into the cigar business, and has already purchased many thousand cigars and stogies in Pittsburg, also various brands of cigarettes from the Khedivial Company of New York.

Silverman Bros., well known retailers have opened a branch for the retail trade in Johnstown.

Hazy Bros. are reported to have given up the tobacco end of their business and will in future deal in confectionery only.

M. Gordon, a brother of Chas. Gordon, who conducts a cigar store on Seventeenth avenue, will open a cigar store on Twelfth avenue and Fourteenth street on March 1.

L. Busker, of the Khedivial Company, New York, visited Altoona and Johnstown advertising and selling Turkish Delights, Oxford, Orient, Natural and Kosak Russian cigarettes, manufactured by that Company.

M. Barson, cigarette manufacturer, of 60 West street, New York, sells his high grade cigarettes to the Arabian and Syrian trade of Altoona and vicinity. BUS.

—Ten thousand cigars in the Twenty-third Pennsylvania internal revenue district must have new revenue stamps, as they now bear the famous Jacobs-Kendig counterfeits.

—Traveling cigar salesmen held a convention in Dayton, O., on Monday, the 26th, and discussed matters of general interest.

MATCH-IT CHEROOTS
Five for 10 Cents.
Sumatra wrapped, and altogether the Best Cheroot on the Market,
FLOR DE MANCHESTER
5-Cent Cigars
and
MANCHESTER STOGIES
all made by the
MANCHESTER CIGAR MANUFACTURING CO.,
of
Baltimore, Md.
F. B. ROBERTSON,
Factory Representative,
1004 Ridge Ave., Philadelphia.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

BOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office:
196 WATER STREET
Havana, Cuba:
MANUEL SUAREZ y CA., Amistad 98

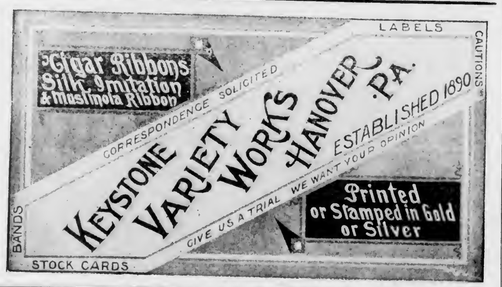
T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

THE TASTE TELLS
QUATILITY 5¢ CIGAR
Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.: THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

Cable Address: "BUCKY" Arnold's Code No. 5.
J. M. BUCKNER, JR. & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
215 Eleventh Street, Louisville, Ky.
We make a Specialty of CIGAR WRAPPERS, FILLERS and BINDERS
Also SNUFF TOBACCO and BLACK FAT TOBACCO
for Export. Packed in Hogsheads and Cases.
Correspondence Solicited. Samples Sent on Approval.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

MOVING ALL RIGHT IN BOSTON.

Manufacturers are Kicking Hard Over Leaf Prices, Though.

Boston, Feb. 25.

Trade this week has continued in good volume and the holiday, Washington's Birthday, brought up the week's receipts so that I can safely say that they were satisfactory.

Among the jobbers everything is reported as favorable and many are adding new brands of cigars daily to their stock.

The general cry among the manufacturers is of the enormous advance in prices of leaf tobacco; many of them have received notice from the manufacturers of Polar Bear tobacco that they will pay 21 cents per pound for scraps.

The American Tobacco Co. is making a very strong fight for the cigarette trade in this market, the result being that there is some kind of an offer on every brand of cigarettes the company manufactures, either a gratis offer or a drop shipment deal.

There is also a drop shipment deal on their plug tobacco and a gratis on all their cigars. As to cigarettes and tobaccos the company is doing very well (with the liberal inducements) but seems to be unable to create any great demand for cigars, the cause being that the consumers of this market are in the habit of smoking the local made cigars, and I don't think the trust or any other outside concerns will ever be able to switch the Eastern smoker.

Since the discontinuation of the Florodora Tag Co., the different jobbers have been forced to repaint their delivery wagons as the majority of the wagons had the "Save the tags" ads on. Goldsmith & Silver, manufacturers of the M. C. A. and Black Hen have contracted with the jobbers to paint their wagons advertising these brands. A few contracts were made with the Frank X. Oberle Co., manufacturer of the old reliable Bostonia 10 cent cigars, and their ads look pretty.

J. E. A. Blaise, of S. S. Pierce & Co., large grocers and importers of cigars, has left for Cuba for the purpose of making arrangement with some of the independent factories. This concern enjoys the largest trade in this city on imported cigars. S. S. Pierce handle only cigars of independent manufacture, and the name S. S. Pierce on a box of cigars speaks for itself.

N. H. Barnet, of Springfield, a large jobber and manufacturer of that city, was in Boston this week and also paid a visit to Lynn. Mr. Barnet has an interest in Tucker's cigar store, of Lynn, Mass.

Fred W. Poor, who was for twelve years connected with Goldsmith & Silver, is now traveling the New England States in the interest of Geo. S. Harris. Mr. Poor is an apt and able salesman and has the best wishes of the trade in his new line.

W. P. White, representative of Vetterlein Bros., of Philadelphia, was in town this week calling on the trade and also visiting the firm's headquarters at the Merchants' Building.

Geo. C. Shaw, of Portland, Me., was seen about town this week. While here he made arrangements with a local concern to handle their Gran Triumpho brand.

At Rosenbaum's on Federal street can be seen an elaborate and artistic display of Curve Cut sliced plug and a card announcing that for a limited time they will give free a package of 50-cent playing cards with every pound of Curve Cut at 75 cents. The display was handsomely arranged by F. L. Parnham, Rosenbaum's window dresser.

M. I. Lans, of Melrose, was in town this week and made several calls on the trade. A few of the brands Mr. Lans handles are the Peter Woodland, Silver Gray, Alforita (Key West) and the Alfonettes a fine package of short smokes.

A sign which attracted considerable attention when I passed Newspaper Row read as follows: "Yes, B. D. L., No matter what your favorite smoke may be, smoke the B. D. L. Victoria if only to find out how good a cigar you can get for 10 cents. J. P. M." In the window was a fine display of Franklin smokes, a nickel piece of goods of the Alfonette Cigar Co.

Kef, a 10 cent Turkish cigarette, the manufacture of the Turco-American Tobacco Co., is much in evidence among the trade.

ALFO.

YORK TRADE ABOUT THE SAME

Manufacturers are Plenty Busy and Leaf Dealers Hustle for Stock.

York, Pa., Feb. 26.

There is little or no change locally in the condition of trade, except that possibly a few of the manufacturers are even busier than they had been. There were not as many visiting leaf men during the past week as some weeks; local dealers are scurrying around at a lively rate procuring additional stocks for their trade.

Some weeks ago execution was issued against T. R. Decker, at York, a cigar manufacturer, who forthwith went into

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO. Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

bankruptcy. Last week another attachment was made on his personal property, represented by the exemption of $300 which was allowed him. A sale of the goods attached, is scheduled for next Wednesday, February 28.

R. D. Zech, a well known local buyer, has been shipping considerable quantities of goods during the past week; one lot was to S. L. Johns, of Hanover, which was shipped to the packing warehouse at Mountville, Lancaster county, and another to John F. Brimmer,, at Lancaster.

B. F. Spatz, of Dallastown, will erect this spring a new cigar factory building on East Main street, for the manufacture of 5 and 10 cent goods only.

The election on Tuesday last made a rather lively day for a number of persons throughout the county identified with the cigar trade. Harry M. Raab, of W. H. Raab & Sons, cigar manufacturers, was elected tax collector of the Borough of Dallastown.

Moses Snyder, of Yoe, a well known cigar dealer, was elected Chief Burgess of that Borough, and T. A. P. Carman, bookkeeper for Geo. A. Kohler & Co., at the same place, was made a Justice of the Peace. Jacob Streavig, of the cigar manufacturing firm of Streavig & Gemmil, of Red Lion, was elected Chief Burgess of the Borough, while D. A. Horn, of the Porto Rico Cigar Co., was elected to Borough Council, and Martin Neff, also a cigar manufacturer, was elected a school director. G. W. Gable, one of the largest cigar manufacturers in the county, was elected Chief Burgess of the Borough of Windsor; and W. H. Snyder, of W. H. Snyder & Co., and John A. Shearer, both cigar manufacturers, were elected School Directors. H. F. Martin, of W. H. Snyder & Co., F. M. Meads, S. P. Shearer, of Shearer Bros., and P. S. Schmuck, all cigar manufacturers, and S. L. Tschop, of Kohler & Tschop, cigar box manufacturers, were all elected to Windsor Borough Councils.

Mr. Emenheiser, of New Bridgeville, a cigar manufacturer well known in the lower end of the county, met with a serious accident last week while grinding scrap for his cigars. He had been feeding a scrap cutting machine himself, when his hand was caught in the rapidly revolving wheels and crushed so badly as to make amputation necessary.

Wolf, Neff & Co., of Red Lion, gave an oyster supper one night last week to their employes, who thoroughly enjoyed the occasion, and made a merry evening of it.

J. F. Reichard, of Craley, an enterprising leaf dealer, last week made a pleasure trip to Lancaster, in company with several other tobacco dealers, among whom were: John DeHaven and J. B. Koser, of Lancaster, and E. B. Stoner, of Hellam. The trip was made in an automobile, and notwithstanding several minor accidents, was made between 2 and 10 p. m., and proved to be a jolly good time for a jolly good lot of fellows.

Some little trouble has been experienced at one of the Red Lion cigar factories, the proprietor of which has attempted to make a cut in wages on certain grades of cigars, owing, it is alleged to the rapid advance of leaf tobacco. The employes did not take very kindly to the idea, and the entire force walked out; later a compromise was effected, and some of the former employes returned, and subsequently others returned but some had found employment elsewhere, and declare they will not return to thier former employer.

L. M. Case, of Winsted, Conn., was a visitor for several days in the vicinity of York and Yoe.

The cigar store conducted by Chauncey Kohler, on North George street, near West Philadelphia street, has recently changed hands. Wm. Knauf, who has been running a cigar store on South George street, is the new proprietor.

Kline Bros., on West Market street, are getting things into fine order in their retail department, and carry the most exclusive line of high grade goods in the city. The trade is being built up rapidly, and from among the mots desirable patrons.

August Sonneman, the veteran leaf packer of this city, has just suffered a loss of $2,750. It appears that Mr. Sonneman at one time had business relations with one Myer Fink, and had endorsed for him on several occasions. Later Mr. Fink went into bankruptcy, and then a note for $4,000 turned up, signed by Fink and proporting to have been endorsed by Mr. Sonneman, but which signature the latter claims was not genuine. A verdict was secured against Sonneman last week, however, for the amount of the note which is held by a Mr. Marshal, but from which will be deducted about $1,500, representing an amount realized by the present holder of the note, out of the bankrupt estate, leaving a balance, with interest amounting to $2,750 to be paid.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

The marriage tie means nothing to such scum, and their greatest delight is to be able to boast of three or four affairs at once, showing photographs, letters, or gifts which they have obtained from the poor, blind fools of women.

These creatures do not have to be considered, except as they tend to keep down the reputation of the honest intentioned salesman, so that some injured husband can think it reasonable to want a national law restricting the drummer from plying his seductive arts.

It has always seemed to me that decency is something that influences environment rather than a product of it. The fellow who is inclined to do the best he can and act like a white man will usually manage to do so, no matter what he is thrown up against; the sneak will continue to sneak, no matter how unnecessary that sneaking.

THE OLD SALESMAN.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT
A FULL HAVANA
FIVE-CENT CIGAR

Medal Awarded for Quality and Workmanship—St. Louis, 1904

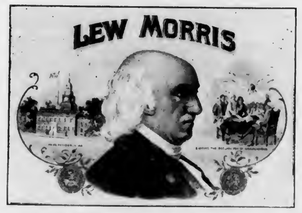
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WHEN QUALITY COUNTS



5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
Minneapolis, Minn.
Fine Union-Made Goods a Specialty.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

L. S. STAUFFER
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Business Changes, Fires, Etc.

Alabama.

Birmngham—E. H. Rickman, billiards, cigars, etc., real estate mtge, $3,000.

Arkansas.

Berkeley—W. R. Wright, cigars and tobacco, receives release of chattel mortgage, $1,470.

District of Columbia.

Washington—Richard H. Miller, tobacco, cigars and news, chattel mortgage, $215.——Wm. Stevens, cigars and tobacco, sued (debt), $192.

Florida.

Tampa—Morey & Pons, cigar manufacturers, S. R. Morey succeeds.

Illinois.

Chcago—Solomon Perlman, cigars, etc., out of business.——K. J. Pierce, cigars, suceeded by Corrin Sisters.——Mrs. M. Winters, cigars, etc., out of business.

Indiana.

Fremont—Brown Bros., cigars and pool, sold out.

Huntington—H. M. Robinson, billiards and tobacco, sold out.

Iowa.

Oelwein—M. H. Calo, cigars, succeeded by W. H. Kent.

Kentucky.

Catlettsburg—Alfred Yost, cigar manufacturer, sold real estate for $1,000.

Maryland.

Baltimore—Samuel Heller, wholesale cigars, discontinued.

Massachusetts.

Boston—Edward Quiney, cigars, etc., chattel mortgage, $1, etc., discharged.

Holyoke—James J. Doyle, cigars and pool, sold out.

Orange—A. E. Southworth, cigars, etc., chattel mortgage, $980.

Minnesota.

Minneapolis—Lineaweaver-Greer Cigar Co., wholesale and retail cigars, name changed to Wm. Lineaweaver Cigar Co.

New York.

Middletown—R. L. Forthoffer, cigar manufacturer, dead.

New York City—Retail Cigar and Tobacco Association of New York, petition in bankruptcy.

Ohio.

Columbus—Levy] Mendel & Co., wholesale cigars, etc., Levy Mendel dead.

Dayton—The Ohio Packing and Storage Co., leaf tobacco, discontinued.

Lima—O. J. Halter, cigars and tobacco, chattel mortgage, $500.

Lorain—Frisbie & Bowen, wholesale and retail cigars, dissolved.

St. Mary's—D. A. Pepple & Son, cigar manufacturers, sold out.

Oregon.

Dufur—B. C. Brown, cigars and confectionery, sold out to Marvin Bros.

Portland—L. T. Daly, cigars, confectionery, etc., damaged by fire; partially insured.——Ingram & Bush, cigars, tobacco, etc., damaged by fire; insured.——Fred A. Kelly, cigars, petition in bankruptcy.——Victor Wood, cigars, confectionery, etc., damaged by fire; partlally insured.

Pennsylvania.

Lebanon—J. D. Long & Bros., cigar manufacturers, succeeded by J. D. Long & Bros. Cigar Co., Inc.

Pottsville—Charles S. Haeseler, manufacturer and retail cigars, execution, $379.

Vermont.

Rutland—A. H. Abraham, tobacco and cigars, fire damage.——Louis Abraham, tobacco and cigars, fire damage.

Washington.

Addy—F. G. Dadacek, cigars, transferred assets.

Seattle—A. L. Cohen, cigars, tobacco, etc., deed, $4,500.——B. E. McIntyre, cigars and confectionery, chattel mortgage, $116.

Tacoma—J. W. Smith, cigars, confectionery, etc., chattel mortgage, $107.

Wisconsin.

Superior—Arthur Abraham, billiards and cigars, trust deed.

PATENTS RELATING to TOBACCO, Etc.

813,336 Cigarette holder: Wallace Durand, Newark, N. J.

813,187 Automatic turning, shaping and finishing machine; Albert R. Weisz, assignor to Matchless Cigar Lighter Manufacturing Co., New York City.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST NEW YORK.
BRANCH FACTORY 540-550 W. 54TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Hand-Made

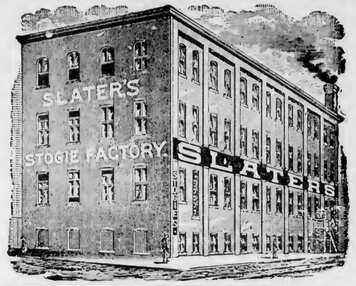
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.



THE GLOBE CIGAR CO.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grad

Cigars

Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Quite a goodly quantity of tobacco has been delivered lately. Friday last the packing shop of Meyer & Mendelssohn must have received from fifteen to twenty tons, and other large loads went to Hatfield and Northampton shops. E. B. Dickenson drew away his crop of fifteen acres that went to Northampton. I know of but two crops in this vicinity in the hands of the growers and unsold, those of Henry Moore and of John M. Crafts. There is one good thing about growing Havana, it will sell, in a bad year, at least, a little more quickly than the broadleaf, for if the pole sweat is prevalent the broadleaf is apt to be injured a little more than its cousin, Havana. After about all the Havana had been bought up the buyers turned around and bought broadleaf. They knew that it would be waiting for them, and, at their leisure, they bought some of it, but not all, and by the prices I should judge they only bought the best and left the poorer. Without doubt there must be some of it damaged from one cause or another, and the next news may be of a lower price.

It seems that in other States the late sellers have been asking and some have received higher prices than the ones that sold early. But I believe that in the Connecticut valley the parties that sold early have been paid higher prices than those who sold later. I know it is quite the reverse of the conditions in Pennsylvania and in Ohio and Wisconsin, for men who bought early in those districts have resold their holdings for several cents on the pound above the purchasing price. What have they done in New England?

A correspondent from Northfield, Mass., reports that the tobacco crops raised last year by James Cowls, Leon Quinlan and Warren Wright were sold lately, all in the bundle, at prices averaging from 9 to 12½ cents.

About seventy per cent. of the 1905 tobacco crop of Lancaster County has been delivered at the warehouses of the buyers, and it is possible to figure intelligently on the returns for the season's work of the growers. More than 15,000 acres were planted, and, averaging 1,500 pounds to the acre, the crop weighs about 22,500,000 pounds, worth at a fair estimate about $2,500,000.—American Cultivator.

EDGERTON, WIS.

Interest in the local tobacco markets still centers in the receiving of the crop, which is going forward as rapidly as possible. Packers are using every effort to meet the demands of growers for early delivery and piling up bundle goods a long time in advance of the sorting needs. Marqusee received 12 car loads from growers Wednesday. Warehouse handling is also being crowded along as expeditiously as possible at the packing points and the crop is going into the cases much more rapidly than usual.

Old leaf is so nearly out of the market that transactions are becoming fewer each week. Some of the large holders continue to supply their customers' needs, but it seems only a question of a short time when manufacturers must look elsewhere than the local markets for their supplies.

Shipments, 400cs.—Tobacco Reporter.

JAMES A. ALLEN

Stencils, Metal Checks

All Kinds of

Rubber Stamps, Etc.

244 ARCH ST., PHILADELPHIA

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

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THE TOBACCO WORLD

TWO NEW INVENTIONS.

One Separates Good Seed from Bad; the Other Packs Tobacco

Owensboro, Ky., March 1.

This section has produced two new inventions lately which it is believed will be of great interest to the tobacco industry. One of them is a device for separating light and inferior seeds from heavy seeds, which is said to be an improvement over the separators recommended by the U. S. Department of Agriculture.

Like the department separator, the principal parts in this one are a glass tube and a bellows, the method of separation being by a current of air. The seeds are placed in the bottom of the tube and a continuous current of air forced through from the bottom, driving the lighter seeds out at the top of the tube.

In the apparatus recommended by the department the bottom of the tube is closed by a rubber stopper with a small hole through it, connecting with the main portion of the tube. Over the hole in the rubber stopper is placed a thin gauze to prevent seeds working down into the bellows pipe. In this device a glass valve takes the place of the gauze cover. Instead of forcing the air directly into the tube, it is forced into a glass bulb inside of which there is a small crooked tube. By this means the air is forced into the seed receptacle regularly.

The other machine is for the purpose of packing smoking tobacco and was invented by J. H. Hilton. It is claimed for the machine that it will pack 800 pounds of tobacco a day, using three-ounce packages. With two-ounce bags it will pack 600 pounds a day. The machine is simple in its mechanism and can be operated by a small boy. The cost of construction will be about $75, while that of the ordinary packing machine is $500. Mr. Hilton expects to manufacture and put the machine on the market in a short time.

NEW FACTORY IN ALLENTOWN.

Allentown, Pa., March 2.

Contracts have been awarded for the erection on the Baim property opposite the station of a brick factory building 80 by 40. The factory is to be three stories high, with basement, and of fire-proof construction throughout. When completed the building will be occupied by Hirschhorn, Mack & Co., who at present operate a cigar factory in another building, belonging to Mr. Baim. The industry gives steady employment to about 75 hands, and with added facilities this number will no doubt be increased considerably. Work on the new plant will be commenced in the near future.

VIRGINIA WAREHOUSES CROWDED.

The warehouses of the Dark Tobacco Growers' Association, of Amelia county, Virginia, have been crowded to their capacity in many places, and have had to ask farmers to hold back deliveries. The decline in prices caused many farmers to ask for particulars, and many new members have pledged their crops. The work is carefully explained at the prizeries, and it readily appeals to those who desire to obtain and retain a better system of prices for tobacco.

The Tobacco Thrips, and Remedies to Prevent "White Veins" in Wrapper Leaf.

[The following article has been prepared by Special Field Agent W. A. Hooker for the Department of Agriculture, and should be carefully read by those interested in the class of tobacco which the pest described affects:]

In the tobacco thrips, an insect until recently unknown to science, we have a pest that has become of great economic importance. It is closely related to the minute yellowish wheat thrips that is common everywhere in blossoms of all kinds. It may be distinguished, however, by its brown color. The common onion thrips of this country was originally described by Lindeman as attacking tobacco in Russia, but since it has never been found to do so in the United States, this new pest may be termed "the tobacco thrips."

This insect injures shade-grown tobacco in Florida, southern Georgia, and Texas, and thus appears to be widely distributed through the South. Its occurrence in Texas was discovered the past summer. The adult thrips in feeding on the upper surface of the leaves, as is their custom, remove the sap from the lateral veins and veinlets, which when fermented and ready for the trade become of a much lighter color than the other parts of the leaf. These light veins are objectionable, since they appear in the manufactured cigars.

As a result, tobacco thus affected is reduced in value at least 50 per cent. The expense in grading is largely increased. When we consider that the tobacco thus injured is the highest grade grown in this country, it will be seen that the loss thus occasioned is a large one.

The adult tobacco thrips appear to pass the winter in the tobacco fields. They were found in the fields when first visited, the middle of April, feeding upon the young cocklebur, the principal weed. From the weeds they spread to the tobacco plants when the latter were transplanted. They first appear upon the lower leaves, from which they spread to the leaves above, the lower leaves thus being the worst affected.

The eggs are deposited in tissues of the stem and leaves. On hatching, the larvæ feed largely on the lower surface of the leaves, but as they reach the adult stage seem to prefer the upper surface, and this habit is taken advantage of in remedial treatment. The life cycle is passed in twelve or thirteen days. By this rapid reproduction from the comparatively few that pass the winter successfully, they soon reach vast numbers and become the source of extensive injury. After the tobacco is harvested the thrips live on the weeds in the field until cold weather drives them into hibernation.

Remedies may be considered under two heads, namely, cultural methods and insecticide applications.

Cultural Methods.

The practice of locating the seed bed in the tobacco field is a bad one, as it furnishes a breeding place from which to spread into the field, not only for the thrips, but for other pests, flea-beetles especially. When necessary so to locate the seed bed, frequent applications of kerosene emulsion, as herein described, and arsenicals, should be made.

At present it would seem advisable that clean culture be practiced between crops. It may be found, however, that kerosene emulsion will sufficiently control the pest, in which case catch crops may be grown. As the pest is found to breed in countless numbers in oats, it seems advisable that these should not be grown in the immediate vicinity of the tobacco field.

Insecticide Applications

From the habit possessed by the adult thrips of feeding on the upper surface of the leaf, we are able to combat it with a contact spray. In experiments carried on the past summer with insecticides, kerosene emulsion was found to be the most desirable and effective remedy.

Kerosene Emulsion.—The following formula is recommended for the stock solution:

Kerosene	2 gallons.
Water	1 gallon.
Hard Soap	½ pound.

The soap should be cut into fine shavings and dissolved by boiling in the gallon of water. The water should then be added to the kerosene while still hot and churned by means of a force pump, pumping it back into the same receptacle for ten minutes. When thoroughly emulsified, it has a creamy appearance and upon cooling becomes much thicker. By the use of a certain naphtha soap an emulsion can be readily made in the field with cold water. When so made, twice the amount of soap called for in the formula will be necessary. Care should be taken in making up the stock solution that it be completely emulsified, else, when diluted, free oil will appear and will burn the leaves.

Very particular attention was paid to the possible effect that the emulsion might have upon the aroma, but no trace whatever of such could be detected.

The emulsion should be first applied when the plants are in the seed bed. A number of applications will be found necessary in order that the thrips be killed and not carried into the field when the plants are transplanted.

Spraying in the field should commence at once, as soon as the plants are transplanted. Two applications a week seem advisable.

While another season will be required to determine the matter fully, yet it seems probable that the pest can be almost entirely checked if the spraying is started while the plants are in the seed bed and continued regularly. Ten weeks is estimated as the maximum period in which spraying will be necessary.

Since, in combating the budworms of tobacco, it is necessary to apply Paris green to the bud, care must be taken not to spary the emulsion into the bud more than is necessary, else burning is likely to follow. As the plants get larger this can easily be avoided. It will be found well to apply the Paris green and meal on the morning following the spraying, when possible.

One part of the stock emulsion to 10 parts of water has been found to be effective. The emulsion may be readily diluted to the required strength, in large quantities, in barrels or casks set near the rows to be sprayed.

The tobacco may be sprayed during the day until 6 inches in height, for even if burning should take place the leaves injured will be those that would soon drop off. As the plants get larger, however, it has been found necessary to spray in the evening, shortly after 5 o'clock. On large plantations this gives insufficient time during daylight, and spraying after dark has been found necessary. In so spraying after dark, the use of two pumps to a row, one on each side, preceded by a boy with a lantern or torch, is a very satisfactory and economical method of application. Care should be taken that the spray be distributed over all the leaves, as it must come in contact with the thrips when sprayed in order to be effective.

Cost of Spraying.

The applications necessary to keep the pest in check will be found to vary considerably, depending upon the amount and period of rainfall. It seems improbable that two applications weekly will be found necessary for the maximum period of ten weeks. Even if found necessary, it is roughly estimated that the expense will not exceed $20 per acre.

The use of a knapsack sprayer has been found to be the most practical method of applying the emulsion. These sprayers can be purchased at prices ranging from $5 to $15.

MAY NOT OPEN IN CINCINNATI.

National Cigar Stands Co. Not Able to Get Lease it Wants

Cincinnati, O., March 2.

The National Cigar Stands Co. has so far been held up in its plans to enter Cincinnati. The company made an effort to purchase the lease held by W. W. Bozman, cigar dealer in the Carew building, but this was not agreed to by J. T. Carew.

The New York people wanted a branch in this city and made a promising offer to Bozman. The deal hinged upon Mr. Carew agreeing to the suspension of Mr. Bozman's lease and giving the New Yorkers possession of the store for the rest of Bozman's time under a new lease with the privilege of a renewal. The present lease from Mr. Carew provides that no tenant shall sublet his rights to any person not engaged in the same line of business, thus protecting his neighbors from too close competition.

Mr. Carew, it is said, gave Bozman permission to sublet his lease with the proper guaranty, but would not consent to the terms of the New York parties. This arrangement would have caused them to seek new quarters at the expiration of Mr. Bozman's lease, and they saw this condition and immediately called off the deal. It is also understood that the National Cigar Stands Company has abandoned its intention of opening up a branch in this city. Mr. Bozman last night said his stand had been taken off the market.

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The Empire Leaf Tobacco Co., Ltd.
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WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

WE'LL TAKE A GUESS, TOO

Everybody sems to be taking a guess at the United Chemists Co. which was recently incorporated with one of those comfortable, big capitals. Unfortunately in this case there are no prizes offered and the only reward the right guessers will receive when everything is made clear, is the knowledge that they were good guessers.

To tell the honest truth, I was considerably surprised at not getting a letter from the incorporators as soon as they had taken action, telling me all about it. It would really have been more fitting if they had asked me about it first, but then I have given up engineering those big things and I probably wouldn't have had the time to help them.

So I am as much in the dark as anybody, and like everybody I am entitled to a guess. For one thing, it doesn't seem so much of a proposition for what might be called professional capitalists to form and incorporate a big company these days, and the fact that the amount of capital and notice of incorporation are announced is not proof positive that the concern will immediately start extensive and practical business operations.

The forming of a corporation may be part of a general plan or idea and consist of nothing more than a cog in the machinery of that general plan. The modern perfected corporation will go a long way to accomplish its purposes and on part of the journey it must needs step softly and give no explanations.

There have been various ingenious, weird and silly explanations of the United Chemists Co. indulged in by those who don't know, but it is to be presumed that some of these speculations will be found to come near the truth. The tobacco trade is interested because of the fact that George J. Whelan, has been so prominently mentioned in connection with the new company, and that is where the puzzlement comes in.

Mr. Whelan is the organizer of the United Cigar Stores Co. which has proved how powerful a chain store system can become. Nobody doubts that this company so far as intent and purposes go, is to be counted in with the American Tobacco Co. The National Cigar Stands Co. another recent corporation, formed for the purpose of conducting a long chain of cigar stands in drug stores, is believed to be still another auxiliary of the trust.

Mr. Whelan is supposed to be mixed up with the United Chemists Co. and so the tendency is to label that "trust" likewise. Now, how can the three concerns work together for a common good?

I asked the question of a prominent druggist the other day who handles cigars. He said he didn't know.

"But I can give a guess," he answered. "It's a pure guess and I may be away off the mark; and then again I may not. If you have paid any attention to drug stores in the last few years," he went on, "you will have noticed that the big ones are sort of sliding into the department store class. They want to handle anything that will net them a profit.

"They saw the possibilities of cigars and many put them in and took much trouble to work them up. The little case with three or four fly-specked boxes of unheard of brands in it disappeared and up-to-date fixtures and a good standard line took their place.

"The drug stores made out so well, being able to sell at less cost than a legitimate cigar retailer, that attention was attracted to them, and I believe this was the reason the National Cigar Stands Co. was formed. In order to be successful this company would have to operate very extensively, and while it started out with some good druggists in line, there were many who were not in line and not disposed to get in line.

"If a man by his own efforts and forehandedness has built up a nice cigar trade in his store, which is increasing and gives excellent promise, he doesn't care to have all the beneficial results snapped up by some concern with a little more money. The best cigar businesses in drug stores, are likely to be in the most desirable locations, and you understand that the National Cigar Stands Co. would be rather handicapped in starting rival stands to drive out the fellows who had established themselves and wouldn't sell out, for the reason that such stands would have to be in another drug store.

"Now: Suppose they found that this was going to be entirely too serious a handicap and must needs be worked off somehow. Suppose a chemists' trust should be formed, which is born in mystery and suggests all sorts of direful possibilities. This trust is credited

(Concluded on page 22.)

GEO. STEPHENSON
H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited
HAPPY JIM
GOSH! ISN'T THAT A FINE HAVANA FLAVOR

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE writer heard of a rather peculiar condition of affairs in one retailer's store the other day, which was not without its amusing side. The dealer jumped on the former as soon as he entered the store, for getting him in hot water.

"I'll never read another line on your retailer's page," declared the dealer. "Instead of helping me it's got me in an attitude of defence where I almost hate to see a customer come in the store."

Pressed for an explanation he went on: "I admit that I've read a lot of suggestions in the 'Realm of the Retailer' that have worked out all right; I'm not kicking about them. But two or three times dealers have been advised to get and keep their customers interested by inviting them to make suggestions as to how the store might be improved.

"Some time ago I took the tip and began to plead with my customers to tell me what was wrong. They seemed sort of modest about it first, but I convinced them I was in earnest, and they began to respond.

"I want you to feel a proprietary interest in the store because you spend your money here,' I had told them. Well, after that, it seemed as if every son of a gun that had ever bought a five cent pack of cigarettes of me seemed to feel that he owned the place.

"One of them would say: 'It'd look a good deal better, Brown, if your window scheme was in dark green. You can use —— cigarettes and put in a couple of rubber plants in green jardinieres. Put a short green, plush curtain at the back of the window.' Another fellow would demand, not suggest, something else, another man something else, and the schemes proposed ran all the way from really inexpensive ones to arrangements that would cost forty or fifty dollars.

"A customer would indicate what he thought ought to be done and if it was still undone the next time he came around, he would act as if he thought somebody had defrauded him. I admit that a lot of good ideas could be gotten out of what was told me, and I did my level best to keep up. But I soon made up my mind that it was impossible to sell cigars and run a kaleidoscope at the same time and I had to let the changes simmer down.

"When a man would kick because his suggestion hadn't been tried I would tell him that I hadn't got around to it yet. Then he would grumble at my wasting time over silly and foolish ideas instead of making use of decent suggestions when they were offered for nothing.

"Talk about a proprietary interest. Why they took so darn much delight in trying to turn my little shop inside out that I feel like an intruder yet. I learned that every man who came in was better calculated to run my store than I was, and was willing to demonstrate it. I simply had to shut down on the whole thing."

The writer expressed himself as greatly surprised, and told the dealer he had suffered from abnormal conditions. Usually it is hard to get enough suggestions to do anything with, and such a wholesale response is indeed rare. It was simply an embarrassment of riches.

The dealer said that might be so, and admitted that he had saved a number of the best suggestions and intended to work them out later. So any way you look at it, he is ahead of the game.

* * *

RESULT IS DOUBTFUL.

A PHILADELPHIA downtown dealer has a card tacked up in his store, bearing a set of rules or requests for his customers. They are supposed to be humorous, and while many customers laugh at them, there are those who think all sarcasm is directed at themselves and might take it amiss. The effect of such things is always a question, and unless they are unusually attractive, it is better to do without them. The card reads as follows:

1. Customers are earnestly requested to spit on the floor. Use of the cuspidors necessitates their constant cleaning which is a nuisance.

2. What we keep in stock we also sell; so don't try to spring that old joke.

3. If the cigars you buy here are not satisfactory, bring back the ashes and we will give you more cigars—at the same price.

4. Yes, we give away cigar bands. One band is given free with every cigar purchased. The bands we give with the 25 cent brands are particularly handsome.

5. Attention is called to a particularly fine brand of snuff especially suitable for ladies over ninety years of age. Warranted not to stain black alpaca, and goes well with Duffy's Malt Whiskey.

6. All customers are invited to lean heavily on the show case while getting waited on. If the glass breaks suddenly we have plenty of court plaster.

7. If we have not got the brand you ask for we will be pleased to get it for you because we know it is better than anything we have in stock. We pay you for your time while you are waiting.

8. Please ask for credit; we love to give it.

* * *

THIS DEALER HAS A NEW SCHEME.

A DEALER in New York City is establishing a unique side line trade, which bids fair to be a good deal of a winner. It occurred to him as the result of a remark made by a customer which he overheard one day. The man was telling a friend how he had got to his office and found his cigar case empty. He had been bothered because he couldn't take the time to run out for any, and hadn't anybody at the time he could send. It was the second time it had happened, he said.

This set the dealer thinking, and he finally resolved to put his present scheme into operation. He got a bright boy pretty well along toward manhood and got him a cap with the name of the store on it. Then he made him up a nice little stock such as he could carry in a suit case, and after arranging for permission, started him out through the near-by office buildings, the ones that hadn't cigar stands in the lobby.

The boy had a little trouble getting his route started, because the scheme was so new and a good many didn't seem to understand it. But he soon got a very substantial list of customers, who in a way, got to depend on him. Frequently a man would have callers and would buy cigars for everybody; indeed he couldn't very well get out of it when the boy made his appearance with his stock.

If anyone wanted something the boy didn't have with him, and was willing to wait a few minutes, the boy would go to the store for it, from which he never got very far away. It is astonishing how the list of customers is growing, and the dealer is considering all sorts of ways to enlarge it. By this time, it is easy to tell what will be sold most readily, so there is no difficulty in making up the portable stock.

A short time ago he offered the boy a small commission on what box trade he brought in, and as the young salesman is making lots of friends, he manages to secure quite a little of that sort of trade.

* * *

MAY DO LOTS OF GOOD.

IT might not be a bad idea for a dealer to hang up a price list card in his store giving the principal prices of the different parts of his stock. For instance, he might print it this way:

WE HAVE:

CIGARS at from five cents to fifty apiece. There are several very good brands at three for a quarter, or ten cents apiece, and some extra ones at two for a quarter.

CIGARETTES at from twenty for five cents to fifty cents a box of ten. There is a good choice of palatable brands at fifteen cents for ten and some of extra quality at 20 and 25 cents for ten.

PIPES at from one cent for a clay, to $5 and more for a bachelor's dream. A serviceable pipe can be had for a quarter, and a good one for a dollar.

The entire list wants to be along this line, and it can include cigars in boxes, smoking tobacco, smokers' sundries, in fact everything you've got in the store. If the customer does not know exactly what he wants, and many don't, it is likely to give him an idea. Even if he does come in to buy a certain thing, he may think of something more when his eye catches the list.

* * *

LET HIM HAVE A LOOK.

HAVE plenty of mirrors in your store if you can manage to afford them, for while man denies that he is as vain a creature as woman, he usually "has a look" whenever he comes to a mirror and thinks that he is a pretty good looking chap after all. The point is that it puts him in a good humor.

A UNIQUE CARD

"THE OWL," a cigar store in Newark, N. J., conducted by Frank X. Keiling gives out a business card which bears a neat trade mark on one side and the following verses on the other, under the heading "Popular with All:"

The "OWLS' NEST" in Newark is renowned,
Here a Welcome, Day or Night, is found;
Eager to please "FRANK X. KEILING" will try,
Old and new patrons wants to satisfy—
Wines the finest, pure aged Liquors, too;
Leading Business Men's Lunch he serves to you.
Smokers, at "THE OWL" will always find
Nicest Cigars and Tobaccos of superior kind.
Everything right, at 115 Market Street, you will find.
So, while in Newark you chance to stay,
Try "KEILING'S" Quick Lunch, served every day.

* * *

SUNDAY TRADE DOOMED IN IRELAND

ACCORDING to an Irish contemporary there will soon be no such thing as an open cigar store on Sunday, and the paper declares that this change will be warmly welcomed by the dealers, as they have kept open stores in the past only because they were compelled to by custom. The article is as follows:

Signs are not wanting that Sunday trading is doomed, and that in the near future it will be a thing of the past. For this no one will be sorry, and no class of trader will be more pleased than the tobacconist. If he opens at present on a Sunday it is because he is compelled to do so; if he closed his neighbor would reap the advantage, but when all are compelled to close, it will be a different matter altogether. The new Chief Secretary for Ireland received a deputation the other day from the Trades Union. Among other matters brought before him was this question of Sunday closing, and, referring to it, a Mr. Stewart said—"One other point I desired to mention was the growing practice of Sunday trading. In Ireland it had not yet grown to an extensive evil in most lines and they did not want it to do so. There were two notable exceptions, one of them the tobacco shops, where the assistants in Dublin, especially, had to do an enormous amount of Sunday work."

The Chief Secertary asked if the union would like to prohibit the tobacconists' shops being open at all on a Sunday, and Mr. Stewart said yes.

To meet this evil the union suggested the adoption of some measure on the lines of the Sunday Trading Bill introduced by Lord Avebury in the last Parliamentary Session. That Bill was intended to prohibit all Sunday trading.

* * *

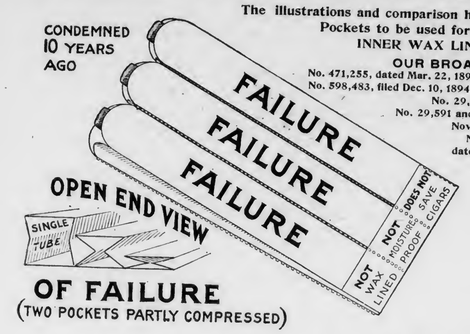
EVERY dealer should have on his show case one of the arrangements to facilitate the passing of money such as the concave trays. These not only enable a man wearing gloves to handle his change easily, but prevents the glass in the show case from becoming so badly scratched that it can scarcely be seen through. Some cases, in an otherwise well furnished store, are very bad in this respect.

THE SMOKER APPRECIATES THE DIFFERENCE AND WILL RESENT DECEPTION

The illustrations and comparison herewith, show why we decline to furnish Pockets to be used for Cigars, other than those with INNER WAX LINING and TRIPLE FOLDS

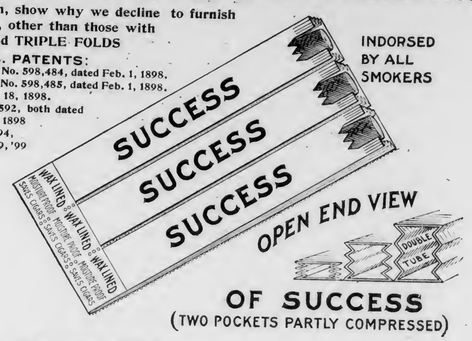
OUR BROAD U. S. PATENTS:
No. 471,255, dated Mar. 22, 1892. No. 598,484, dated Feb. 1, 1898.
No. 598,483, filed Dec. 10, 1894. No. 598,485, dated Feb. 1, 1898.
No. 29,491, Oct. 18, 1898.
No. 29,591 and No. 29,592, both dated November 1, 1898
No. 633,394, dated Sept. 19, '99

CONDEMNED 10 YEARS AGO



OF FAILURE
(TWO POCKETS PARTLY COMPRESSED)

INDORSED BY ALL SMOKERS



OF SUCCESS
(TWO POCKETS PARTLY COMPRESSED)

A COMPARISON

FAILURE vs. SUCCESS

Our pockets, placed on the market 1894-1896, made with single tubes, two inward folds, closely adjacent, afforded no protection from dampness or heat of the body, therefore were a

FAILURE.

Smokers condemned them and we, free of charge, at great expense, replaced all that could be found. These pockets, whether printed or lithographed on ONE or BOTH SIDES are suitable only for articles not liable to break or to be affected by heat or dampness. For such purposes with our present facilities, we could afford to sell pockets as made by us in 1894 at very low prices.

Our Cigar Pockets, with double tubes, with two or more short angular folds, the inner lining of purest Hammerschlag WAX PAPER, therefore impervious to either heat or moisture, and flexible and elastic, accommodating any size or shaped cigar, have for

TEN YEARS

enjoyed the CUMULATIVE, UNQUALIFIED approval of the CIGAR-LOVING PUBLIC, hence a great

SUCCESS.

The material used in our WAX-LINED HUMIDOR cigar pockets, costs nearly double that used in pockets made by us in 1894.

RACINE PAPER GOODS CO., Racine, Wis.

PHILIPPINE BILL TABLED.

Senate Committee Wouldn't Vote Either Favorably or Unfavorably

Washington, D.C., March 2.

After a stormy career the Philippine bill was today tabled by the Senate Committee on the Philippines and there is no telling when it will reach the Senate. This can scarcely be regarded by the tobacco trade as a triumph on account of indicating a majority of sentiment against the bill in the committee as the action is considered to be taken in line with what seems to be a favorite practice of trading bills, horse and horse.

The vote had no significance politically, and was explained by members of the committee as having really more to do with rate legislation than anything else. The friends of the Philippine tariff bill were not prepared for the result, although they had some intimation that they would find a majority against them. The vote stood 8 to 5, Senators Hale, Burrows, Dick, Nixon, Brandegee, Culberson, DuBois and Stone opposing a favorable report and Senators Lodge, Beveridge, Long, Carmack and McCreary urging affirmative action.

The surprise in this vote was the attitude of Senator Nixon of Nevada, who has all along allowed it to be inferred that he favored the passage of the bill. It is asserted by Senators who supported the bill that Nixon is still in favor of it and at the right time will be found voting for a favorable report. Senator Nixon himself does not talk of the matter in this way, but declines to make a positive declaration that he will vote for the bill.

Senator McCreary moved that an adverse report be made in order to get the bill before the Senate, but this was also voted down, Senator Brandegee moving that the motion lie on the table and seven Senators voting for Brandegee's motion and Mr. Lodge and his associates being recorded in the negative. Senaor Nixon this time did not vote.

At this point Senator Lodge made an appeal to the committee not to put it beyond the power of this committee to grant the relief that the people of the Philippines had asked. He said the bill had passed the House by 258 to 71, a vote which showed how strongly the sentiment of the lower House favored a liberal commercial policy toward the Filipino people. If the measure deserved defeat, he said, the arena of fair play for it was the Senate and not the smothering limits of a committee pigeonhole.

Not a single word was uttered in reply. The majority of the committee simply sat and smiled at the Massachusetts Senator.

What craft lay behind this smile can only be gathered from the interpretation put upon it by the Senators who who voted for the bill. They say that two constructions may be put upon the situation. One is that a general desire has asserted itself to keep the Senate clear of entangling subjects for legislation so that the rate bill may have undisturbed consideration. The other view is that the killing of the Philippine bill is intended as a deliberate blow at the President, and that it was dealt to-day as a quick and sharp counter on his authoritative re-entrance yesterday on the rate fight. The same source of opinion predicts that next week the Statehood bill, another administration measure, will receive its deathblow in the Senate.

Senator Lodge tonight said that there would be an effort to obtain a reconsideration in the committee, and if that failed it is not improbable that a resolution discharging the committee from further consideration of the measure might be urged in the Senate.

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GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.
119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.

J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

AMSTERDAM SUMATRA CO. — IMPORTERS OF SUMATRA TOBACCO — 154 NORTH THIRD STREET
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
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CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

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L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana
Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MORE BUYERS, BUT HAVANA MARKET STILL QUIET.

Purchasers Want What they Can't Get, or Are Unwilling to Pay the Prices Asked For. Prices Will Remain at Present Level, or Advance Still Further.

(Special Correspondence of The Tobacco World.)

Havana, February 26, 1906.

The market during the week has remained quiet, and while the transactions have been almost twice as large as during the previous week, the business has more the nature of a retail character than a wholesale one.

Quite a number of buyers have made their appearance, but in the majority of cases they are looking for styles which are no longer to be had, or are held at figures which scare them.

Besides the business done from first hands quite a number of transactions were accomplished by the American exporters and some speculators, of which, however, no record is kept. Owing to the evident increased consumption of Cuban tobacco in the United States, and the fact that this year's crop will be a short one even under the most favorable circumstances, it seems hardly possible that any reaction in prices can be looked for; on the contrary, if the present good demand continues, it is more likely that prices will remain at the present level or possibly advance still further.

If anybody had stated four months ago that the present figures would willingly be paid by the buyers, he would have been considered as "talking through his hat," so, therefore, while the majority of the people seem to think that the high-water mark has been reached there is no telling what may still be in the future for us, particularly if the good part of the new crop turns out too small to satisfy even the lessened demand.

While there have been various reports circulated this week they are so contradictory that it is best not to express an opinion, but to await further definite news which will be of an authentic nature.

Sales

ran up to 1,668 bales in all, which consisted of 1,145 of Vuelta Abajo, 398 of Partido and 125 bales of Remedios. American buyers have taken 1,160 bales, while to the local manufacturers 508 bales were delivered.

Buyers Come and Go.

Arrivals:—From Tampa: James H. Regensburg, of A. Santaella & Co.; Ramon Fernandez, of Theobald & Oppenheimer Co., M. Heineman, of El Arte Cigar Co.; from Philadelphia: Jacob Labe, of Benj. Labe & Sons, Gen. Emilio Nunez and Leopold Loeb, of Loeb-Nunez Havana Co., John H. Boltz, of Boltz, Clymer & Co., Herman G. Vetterlein, and Godfrey S. Mahn, the well known cigar importer; from Baltimore: Henry Voneiff, of Voneiff & Vidal Cruz; from Milwaukee: George W. Hochstein, of the Hochstein Leaf Tobacco Co.; from Chicago: M. Friedman, of Friedman & Co.; from New York: John Fielding, of Rothschild & Bro.; from Bremen via New York: Fritz Lederer, of H. Neuberger & Co.

Returned:—Manuel Lazo, of Havana.

Departures:—For New York: Charles B. Cameron, Louis Cantor, Joseph Mendelsohn, A. Guedalia, B. Wasserman, and Arturo Ruiz; for Chicago: Walter C. Sutter; for Minneapolis: William Hooker; for Philadelphia: Godfrey S. Mahn; for Tampa: James H. Regensburg, M. Heineman, Facundo Arguelles, and F. Garcia.

Havana Cigar Manufacturers

especially the large independent ones, are fairly loaded down with orders for the United States and Great Britain.

H. Upmann & Co. shipped 600,000 cigars last week of their own famous H. Upmann brand, as well as of other independent factories, and are busily engaged in delivering goods ordered some time ago, so as to be able to attend to the shipping of their fresh calls from all parts of the world.

Partagas.—When everything seemed to be of a rose color, and Cifuentes, Fernandez & Co. hardly knew how to execute all the orders on hand, their cigarmakers suddenly went on a strike, asking for an increase of wages from three to five dollars per thousand on all sizes. It would be impossible for the owners of the Partagas factory to accede to this unreasonable demand, as owing to the high prices paid for the leaf it would simply mean doing business upon a losing scale. Cifuentes, Fernandez & Co. at once took the bull by the horns, and made arrangements to open a branch factory at Santiago de las Vegas. There are several other factories already in this place, and the cigarmakers in this little country town are glad to get work. On account of this move, the customers of the famous Flor de Tabacos de Partagas y Cia need not fear being deprived of their favorite smoke.

Por Larranaga is overrun with orders, and Don Antonio J. Rivero, the manager, has received very substantial calls from his agent, Barron Taylor, of New York. The demand from England is also exceptionally good.

Ramon Allones and Cruz Roja continues to do an excellent business, and there is no let-up in the orders which Rabell, Costa, Vales & Co. are con-

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
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Pablo L. Perez Candido Obeso Gregorio Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street
Packers and Importers of
Vuelta Abajo, Partidos, Remedios

E. A. CALVES & CO. — IMPORTERS OF — **HAVANA** 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

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Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

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PRADO 123,

Cable: ONILEVA. *Habana*

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

JOSE F. IRIBARREN,

Packers and Exporters of Havana Leaf Tobacco

Vuelta Abajo and Partidos a Specialty

Escobar 162, Bet. Salud & Reina, Havana, Cuba

Special attention paid to tobacco suitable for the American market.

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

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Remates a Specialty

English Spoken Telephone 614

199 Manrique HAVANA

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Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZCON. Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero

PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

Offices: Belascoain, 2 B,

P. O. Box 374. HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Codes used: Lieber's Standard (Ed. Espanola)

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

stantly receiving from everywhere. J. Vales & Co., makers of La Eminencia cigarettes, in consequence of the continuous heavy call, have made some further purchases of Vuelta Abajo colas.

Sol is in excellent demand in the United States, Great Britain and Germany, and Behrens & Co. have all they can do to fill the many orders on their slate as promptly as usual.

Eden is doing a very satisfactory business, and Calixto Lopez & Co. are quite satisfied with the even tenor of their business.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez were the heaviest sellers this week, closing out 498 bales of Vuelta Abajo and Partido.

Walter C. Sutter, of Jacob Sutter & Sons, Chicago, acted as if he might be trying to corner our market, which would not have been such an extremely difficut matter; however, he was satisfied this time by buying several hundred bales and leaving the balance for the late comers. He returned last Wednesday, per steamer Prince George via Mobile.

Aixala & Co. sold 200 bales of Vuelta Abajo and Partido.

William Hooker, of the Hooker Cigar Mfg. Co., Minneapolis, was fortunate in securing a few good lots of Vuelta Abajo.

Loeb-Nunez Havana Co. disposed of 125 bales of Remedios from their choice stock.

James H. Regensburg, one of the travelers of Santaella & Co., Tampa, and one of the heaviest sellers of the famous Optimo cigar, was here only for a few days vacation. Don Antonio Santaella is expected here tomorrow, and doubtless after looking over the situation may secure some more vegas of Vuelta Abajo, as the consumption of leaf by this firm is constantly on the increase.

J. H. Cayro e Hijo turned over 125 bales of Vuelta Abajo and Partido.

Joseph Mendelsohn, of M. Suarez & Co., left on Saturday by the steamer Morro Castle, to take a well earned vacation.

Rodriguez, Bautista & Co. sold 100 bales of Vuelta Abajo and Partido.

Godfrey S. Mahn, one of the largest sellers of imported cigars in Philadelphia, has placed a large number of orders with our principal independent factories.

Jose F. Iribarren closed out 95 bales of Vuelta Abajo to one of our local factories.

Don Antero Prieto y Gonzalez is the happy father of a bouncing boy, which event is pleasing news to his large circle of acquaintances here as well as in the United States.

Receipts From the Country

	Week Ending Feb. 24 Bales	Since Jan. 1 Bales
Vuelta Abajo	133	3,186
Semi Vuelta	1	102
Partido	45	1,201
Matanzas	—	30
Remedios	109	4,442
Santiago de Cuba	56	56
Total	344	9,017

SMALLPOX IN WISCONSIN WAREHOUSES.

Janesville, Wis., March 1.

It is reported here that smallpox has broken out in Edgerton to a serious extent. In one tobacco stripping house, it is said, twenty girls were taken ill and removed. Dr. Q. O. Sutherland, member of the State Board of Health, said tonight that only two cases had been reported to him. It is believed the disease was in the mild form which has been prevalent in southern Wisconsin during the winter. Beloit and Janesville, and the southern portion of the county have already been affected.

—The cigar factories of Porto Rico are sending large quantities of cigar scraps and cuttings to New York, in order to take advantage of the high prices that are ruling.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE at Half the Original Cost—Progress, Perfecto, Keystone, Eclipse and other makes of Bunching Machines; 1100 25-section Subrosa shape all-tobacco cigarette molds, and 1800 25-section No. 9665 all-tobacco cigarette molds, almost new, cost $1.25, price 50 cents; thousands of 20-section molds at 35 cents. Address WINGET MFG. CO., York, Pa. 2-14-r

CIGAR SALESMAN who is at present working the local trade wanted by a Philadelphia house, to sell a popular and advertised cigar. Good money for the right man. Letter of application must have full particulars, and will be treated in confidence. Address HIGH GRADE, Box 63, care of The Tobacco World. 3-7-h

EXPERIENCED SALESMAN, well acquainted with the cigar trade in New York City and New York State, desires position with representative manufacturing house. Address EXPERIENCE Box 65, care of Tobacco World, Phila.

WANTED—Every cigar manufacturer to know that I am selling the Very Finest Light First Length Sumatra in the market at $3.20 per pound. Sold in lots of one pound or more. J. H. SPERA, Ephrata, Pa. 3-7-a

LARGE BUILDING, suitable for cigar manufacturing, for rent at Quakertown, Pa. Seating capacity for 200 cigarmakers. Address A. B. C., care of The Tobacco World, Phila. 3-7-h

WANTED — Bunching Foreman in large factory; one who understands the Winget Perfecto Bunching Machine. Address FOREMAN, care of The Tobacco World, Philada. 2-14-r

WANTED—Cigarand Leaf Salesmen's Addresses. We have an article just patented that will double your sales. Address A B.C., care of The Tobacco World, Philadelphia. 2-14-r

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

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Cable: "DONALLES." HABANA, CUBA.

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Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

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GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

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Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

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Packers and Exporters of LEAF TOBACCO

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Specialty: Vuelta Abajo and Partido

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Cable Address: "JOSECAYRO." Correspondence solicited in English

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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
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IMPORTERS AND PACKERS OF LEAF TOBACCO
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IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

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HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE:
183 Water St.
Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, March 5, 1906.

The retailers were doing a lot of complaining this week about business for which the poor weather was the principal cause, and the drummers for the various cigar and tobacco firms visiting the trade had to contend with a whole lot of hard luck stories. We have had a lot of steady rain and when such is the case on a Saturday, reckoned the best day of the week, the retailer naturally feels gloomy and all he looks for is buyers—not sellers.

The cigar manufacurers claim to be busy and those with whom I come in contact state they have no intention of raising the price of their products. The manufacturers know that all kinds of leaf are advancing daily in prices, but many of them have a sufficient supply on hand to last them for another year so why cross a bridge until they come to it.

Since the Retail Cigar and Tobacco Dealers' Association went into bankruptcy many retailers have been unable to get some of certain brands of tobaccos, cigars, etc., which that concern was the distributing agency for; on my rounds I came across quite a few retailers who were anxious to buy some Creme de Menthe chewing tobacco manufactured by the Scotten-Dillon Tobacco Co. of Detroit, Mich. It seems as if none of our other jobbers carry this tobacco in stock, and the factory would do well to send a representative here to look after their interests. One retailer informed me he had written to the factory to send him 10 pounds C. O. D. less the usual jobber's discount and received a reply stating he would have to order a case to get the jobber's discount; now when this retailer gets a call for this tobacco he hasn't it, and the only similar kind he has is that made by the trust, called Piper Heidsick.

Larus & Bros. Co's Gold Bond tobacco appears to have a steady sale but many retailers are at a loss to learn what jobber here handles it. Many of the manufacturers of Union made products will have to use different tactics if they expect the retailers to interest themselves in their goods.

Ralph Lewis with Durlach Bros., manufacturers and importers of Porto Rican cigars will visit the jobbing trade in Philadelphia this week. El Rigodon and El Bogador are both good sellers in the Quaker city.

M. R. Lambert for many years inside man with L. Miller & Sons manufacturers of the Leroy little cigars, has started in businesss for himself at 17 Barclay street and is making a specialty of cigars and smokers' articles.

The Regulus Cigar Co. recently incorporated and in which Meyer & Mendelsohn, well known leaf dealers, are interested has established itself at 39 Beekman street.

G. W. Muller left Tuesday on a trip through York State for Heyman & Hollander, a new leaf firm. Mr. Muller recently gave up his brokerage business in which he had been in Hartford, Conn., for the past five years. Heyman & Hollander will shortly remove from their present quarters on Burling Slip to 203 Pearl street.

Charles B. Hull at one time a prominent tobacco manufacturer and former vice-president of the American Tobacco Co., died at his home No. 336 West 95th street, Thursday. Mr. Hull was born in Detroit, Mich., 64 years ago. In 1895 he became actively connected with the trust and removed to New York to accept the vice-presidency.

I. G. Prince is now manager of the cigar department of L. J. Callanan, a Vesey street grocery house.

Siegel Cooper & Co. big department store has been selling the 1 pound Bull Durham tobacco at 35 cents a pound.

The Metropolitan Tobacco Co. is offering the trade a 1 pound package of Bull Durham with a 50 cent pipe for 51 cents so the retailers can make a similar offer to their customers like the United.

A. Novotny, 1444 Broadway has been offering this week some cigarettes and tobacco which he recently received from the Montenegro Government; this store carries one of the largest assortments in the city of imported and domestic cigarettes, tobaccos and snuff from all parts of the Globe.

M. Scadron & Son, 174 Lenox avenue will shortly place in their three branch stores a new brand of clear Havana cigars called La Elena de America, in all sizes.

The Falk Tobacco Co. is making quite a success of its Manhattan Cocktail Mixture which is for sale by all leading tobacconists.

I. N. Maskopf, Nassau street, has a new size of Robt. Burns cigar called Manhattans, which is made especially for him and sells at 6 cents straight.

The United States Tobacco Co. is doing some clever advertising in connection with their Idle Hour smoking tobacco. I noticed dummy tins in a few hundred stores, and retailers tell me that it is duplicating nicely. Central Union in the 8 ounce and 16 ounce tins are also selling well.

Marx W. Mendel of the well known cigar manufacturing firm of M. W. Mendel & Bro. died on Tuesday last. The business will be continued as before by E. Rheinheimer and W. Wilson, the surviving partners.

Louis Cantor of Leonard Friedman & Co., and Jos. Mendelsohn of Mendelsohn, Borneman & Co. were two recent arrivals from Cuba.

J. Abramovice, office manager of the lithographic firm of Wm. Steiner, Sons & Co. is about to make a trip through the south. The Steiner concern has built up an extensive business with the trade in Baltimore, and M. Abramovice's contemplated visit is to be made with a view to meeting the business friends in that city, and inceasing the business.

OF INTEREST TO THE TRADE.

Manufacturers and others will find on page 7 illustrations and comparisons regarding the encasing of cigars which are well worth reading.

Take Notice!
That Heavy-Bodied Tobacco will be scarce in the next crop.
We can still offer you **Fine Heavy-Bodied Santa Clara and Vuelta Fillers.**
Write for Samples.
Hamburger Bros. & Co.
Importers of Havana Tobacco
228 Pearl Street, New York City.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

REGISTER YOUR TRADE MARKS
in
The Tobacco World Registry Department.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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One Year, $1.00; Six Months, 75 Cents; Single Copies, 5 Cents.
In all countries of the Postal Union, $2.00 per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO, 224 Arch St, Philada.

PHILADELPHIA, MARCH 7, 1906.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

"SMOTHERING" THE PHILIPPINE BILL

The Senate Committee on the Philippines has chosen for purposes of its own to "smother" the Philippine bill, as the saying is. It is now a matter of complete uncertainty as to when the measure will come before the Senate, and the tobacco trade would be in a position to rejoice, if such delays meant that there was really a preponderence of legislative sentiment against it.

But the merits or demerits of the bill do not seem to have entered into its consideration, for the action of tabling it is believed to be a method of bringing the President around to a different viewpoint in the matter of other bills.

It is understood that the President would like to please Secretary Taft by having the Philippine bill passed and that he has practically committed himself to it. The Senate appears to have its own methods of accomplishing results or trying after them, and "tit for tat" seems to be the basic rule on which the body works.

Such a condition is hardly edifying, but it is a condition and not a theory, and it is apparently up to the domestic tobacco industry simply to wait and hope for the best.

THE UNFAIR JOBBER.

Some of the independent match companies are getting after the wholesale grocers for submitting to dictation from the match trust. For a long time now, that corporation has refused to allow the desirable ten per cent discount to jobbers who will not agree to handle its products exclusively.

There are a number of jobbers to be found who renounce this discount and do as they please, and some who accept it, and handle independent matches as quietly as they can until the trust learns of it. It is evident that the independent companies which are bringing the matter up, believe all is not lost with the grocers, if they can reach them through their associations.

The plea for fair play is being projected by a New York agent of a number of independent match companies, who in a letter sent to the Wholesale Grocres' Association tell of the trust signing up jobbers to distribute its matches excluisvely, and says: "We do not know if this agreement was taken up as an association matter or not; but we do know that a good many of the channels that we distributed our goods through before, namely, wholesale grocers, have been shut out to us."

The agent then asks the very pertinent question whether the association regards this as fair play. The jobbers plead with the manufacturers to deal through them and never go direct to the retailer, and "then turn right around and attempt to injure those who have supported them."

"What is left for the independent factories," writes the agent, "but to go after the retail trade direct?" and adds that in his opinion such tactics simply form another stepping stone toward educating the retailers to do business direct with the manufacturers on all other lines as well.

The agent asks the association to look at it from a broader standpoint and to form an idea of what would result if similar policies were adopted by other leading manufacturers of the United States. He concludes: "A jobber would not be able to call his soul his own. The jobbers may look upon the match business as a small item, but the principle involved is a very important one."

That is where the agent hopes to reach the jobber: through the willingness of the Associations to consider principles where the individual jobber considers dollars and cents. Whether he will succeed is an interesting question. There is nothing radically new in the situation but something definite is bound to happen before long, if, as the agent asserts, the number of jobbers willing to buy independent goods grows smaller and smaller.

—When you have plenty of business, stop advertising—and you won't have so much.

NEGLECTING PUBLIC BUSINESS.

The following editorial from the Cincinnati Enquirer is talking some, and is so much to the point that we take pleasure in reproducing it:

Some of the tobacco dealers of Maryland are said to be making strenuous opposition to a bill in the Legislature to prohibit cigarettes. After they have had the experience of the people of other States with such frivolous legislation they will learn that the bill, if it becomes a law, will kill itself. The legislative bodies which resort to such methods of correction of the tastes and habits of people are almost universally neglecting public business of real importance. They have not learned the lesson imparted by the "dead letters," which crowd the pages of the statute books in nearly every State. There are some "moral reforms" which do not come within the compass of law. Petty interference with personal liberty only serves to make the law contemptible and lesson the force of that which is sensible and just. Excessive drinking of coffee and tea is doubtless as harmful as cigarette smoking, and the difference between a cigarette and a cigar is one of the imagination and outward form. There seems to be an equitable distribution of impaired or destroyed stomachs and deranged constitutions among the good people and the bad people. Smoking is a habit that prevails, in some form among nearly all classes and conditions of men, and a good many women. People who pull continually at nicotine-infected pipes or puff dense clouds from heavy, black cigars, are frequently among those who exclaim against the little cigarette, whose evils are of shorter duration.

Philadelphia Tobacco Trade.

The retailers report fair business for the week, and as usual at this time of the year, dealers are eagerly awaiting the balmy weather which always means a jump in trade. A spring warm enough for everyone to be out of doors most of the time is a bonanza for the cigarists as it is too early for people to be away. There are quite a number of odd priced cigars, such as 6 or 7 cents apiece being strongly offered in town now and most of them are reported as doing very well. This ought to be an argument against the assertion that it is impossible to raise the price of a five cent cigar because the customer doesn't like to pay broken sums.

The manufacturers tell the same story of plenty of orders and good prospects on the road. It begins to look probable that there is more leaf distributed among the factory warehouses than has been supposed and a good many manufacturers will doubtless be able to go ahead for several months yet without going into the leaf market. Those who are able to do this seem disposed to go along without attempting to restock, in the hope that the situation will then be better.

The leaf market remains in the same condition because nothing can happen to change it. The dealers who have tobacco to sell, are selling as much as they like, and those who haven't any stock much are maintaining an eager outlook for anything which their trade can use. Those who had the leaf, cleared up a good month in February.

The Bradford-Clark Co., wholesale grocers who maintain a large cigar department, have removed to a new location at 1520 Chestnut street. The concern has been in the Y. M. C. A. building at Fifteenth and Chestnut streets.

Ralph Lewis, representing Durlach Bros., importers of Porto Rican cigars of New York, was in town during the week. El Rigodon and El Bogador, brands of this firm, sell well in the Philadelphia market.

Stewart, Newberger & Co. have had orders tumbling in on them lately, and the factories will have about all they can do to keep up.

The El Draco Mfg. Co., which is always getting out new and unique advertising matter, is sending out a number of large window shades on which is printed in handsome gold letters: "To Keep the Sun from the Hunter Cigar—But the Father Can Buy it for Five Cents." The work was done by E. W. Rugby.

A local manufacturing firm which has a number of brands well established on the market, is looking for a good city salesman.

F. Dolbeer, of F. C. Linde & Co., leaf sample firm of New York, was among the local visitors last week.

The three cigar stores known as the Moore shops are issuing a pamphlet under the caption "What the Trust Cigar Stores are Doing to us." The point of the thing is that the booklet is made up of blank pages.

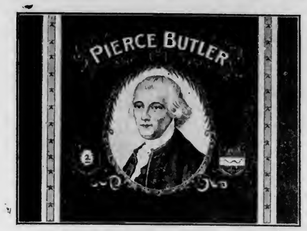
Sig. C. Mayer, of that firm, has closed up a successful Western trip, and reports that the company is doing particularly well on its new brand, Cornell.

V. Guerra, of Guerra, Diaz & Co., was in town last week under the chaperonage of Tom Bowen, who takes in this section regularly for the firm.

Joseph Way accomplished a good stroke of advertising by distributing a pamphlet at the automobile show. This contained some information concerning tobacco and the manufacture of cigars which would be very interesting to the average smoker, and as it is fair to assume that the patrons of the show were those who can afford luxuries, it is probable that Mr. Way's investment will amply repay him.

August C. Eisenlohr, of the Cinco firm, is on his way to Amsterdam to attend the Sumatra inscriptions, the first of which will take place on Friday of this week. Adolph Loeb, of K. Strauss & Co. is also in Amsterdam, and John N. Kolb, of the Theobald & Oppenheimer Company is preparing to make the trip.

The stores of I. Lowengrund have no complaint to make of business. A feature of these stores is the fact that there is always an offer of special interest to attract the customer.

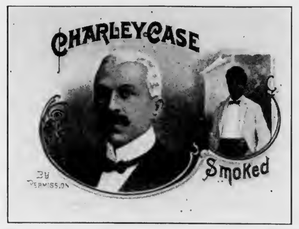


W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.



Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

MATCH PRICES ADVANCED

Deputy Consul Heingartner, of Triest, reports that, owing to the troubles in Russia, the Austrian manufacturers of matches find it impossible to procure the necessary quantities of Russian poplar wood with which the so-called Swedish matches are made. The Consul adds: "The largest Austrian match factories have been obliged to reduce their production on this account. As, in addition to this, the cost of other materials required in the manufacture of matches have increased, and the workmen demand higher wages than formerly, all manufacturers have made an increase of $1.02 per 1,000 sacks in the price of Swedish matches."

SCRAP STILL ON THE ADVANCE.

Cincinnati, O., March 3.

The present unprecedented situation in the scrap market which is characterized by a steady advance in prices until unheard of figures are being offered, is holding the close attention of the trade, which is unprepared to make a prediction of what the conditions will lead to. In three months the price of cigar cuttings, good enough to be used for manufacturing scrap has gone up from 10 cents a pound to more than 21 cents, and every one believes it will go higher. The American Tobacco Company has been leading the game in the offering of big prices, but some independent manufacturers are now entering the market and offering to pay highest prices.

—The Marysville Cigar Factory, of Marysville, O., has been incorporated by C. C. Perfect and W. P. Beightler into a stock company with a capital of $10,000. It will be known as the Perfect Cigar Company.

Le Roy Valentine of A. S. Valentine & Son is not in good health at present, and is recuperating at his home in Womelsdorf. Geo H. Valentine who also was ill for a time is back at the offices.

Geo. W. Newman has returned from his first trip for the El Draco Cigar Manufacturing Co., and reports that prospects in the West for his company's cigars are of the brightest.

Le Compte, Dusel & Goodloe, Chestnut street jobbers, now have the entire State thoroughly covered and are putting out a great many goods.

L. G. Haeussermann & Sons have been more than usually active for several weeks, and have again added to their force of office help and salesmen. John F. Schnupp, formerly with this house, but later with John Leopold & Son of New York, has gone back to his first love, and will this week visit his old customers in Lancaster and York counties for L. G. H. & Sons. Carl L. Haeussermann has just returned from a few days trip to Reading and the Lebanon Valley, while S. Strauss has been scurrying around among the larger City and other First District manufacturers.

The two men who stole chewing tobacco from A. B. Cunningham & Co. were sentenced to two years imprisonment by Judge Ralston.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
HOS SMITH

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

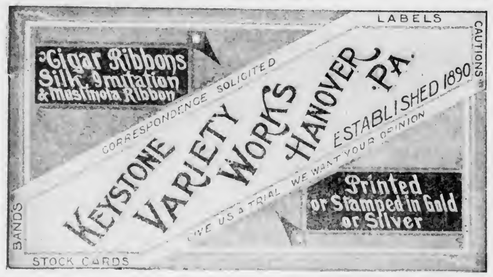
LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

WITH THE TRADE IN NEWARK.

Items of Interest Gathered in a Busy Town

The United Cigar Stores Co. has leased the store corner Broad and Market streets, which is one of the best locations here and have turned same over to the United Chemists Co. They will open for business about May 1. The yearly rental of this store is said to be $17,500.

The New Jersey Tobacco Co. is placing with the trade Dinner Bell a package of pressed scrap chewing tobacco which is a trust made piece of goods. This concern is the recognized American Tobacco Co.'s jobber.

F. W. Soren, representative of the United States Tobacco Co., makers of the popular Central Union tobacco is doing some very effective work on these goods throughout the Orange Valley. He is the first man in three years to do any work in this locality for the concern.

Sol. Jacobs, salesman for Theobald & Oppenheimer Co., of Philadelphia, opened some new desirable accounts for his firm on Wm. Penn, Royal Lancer and La Toco.

Lewin Tobacco Co. has taken the agency for the American and West Indies Trading Co.'s brands of Porto Rican cigars and will endeavor to make them sell well here. Wm. Lewin, who recently took lessons in typewriting is now able to rattle off a letter in record time.

F. X. Keiling, proprietor of the Owls Nest, has just added to his stock Cuban Q. T. cigarros, of Pacholder & Co.

Rosner Bros., retailers in the Fireman's Insurance Building, have worked up considerable trade on Gans Bros. clear Havana cigars, Wm. the Fourth, La Vienta, El Cura and El Speedo. Zaraz, a Turkish cigarette at 12 cents, is making a hit. White Roll cigarettes in the 10 cent size also sell well here.

Frank S. Webb, 172 Market street, has his store so neatly and handily arranged that it is possible for him to wait on four or five customers at once without any difficulty.

I. Shapiro has sold his cigar store at 1204 Broad street to Glick & Rashbo. The new proprietors are doing well.

M. Hyman, who has a very fine cigar store in the Orange Valley, is doing a nice business and he has just taken in the Prize Cups and Regatta cigarettes also the St. Regis and Carlos Murias cigars.

I. Boyland, of Orange, sold one of his stores to M. W. Schor.

There are two articles recently come into the Newark market which have taken a strong hold and from present indications intend to remain; one is the White Rolls cigarettes, made by the Ware-Kramer Co., and the other is the Blue Light tobacco made by the Lovell-Buffington Co. The credit of the White Rolls cigarettes being so thoroughly placed belongs to J. S. Oliver, who has a fine personality and is well liked by the trade; he has convinced the dealers of the merit of the goods and the dealers do not hesitate to recommend them to their customers.

Newman Bros., Market street jobbers, have in preparation a new brand of cigars which they will place on the market in the course of the next ten days. It is a 5 cent cigar called Nat Goodwin, perfecto shape and is very prettily gotten up. The St. Regis and Murias, their leading Havana goods, are giving good satisfaction and the sales on them are steadily increasing. The Prize Cup and Regatta cigarettes, of which they are the Newark distributors, are having a good sale.

Isaac Shoenthal has a fine cigar store in Orange and does a big business; Mr. Shoenthal is a very busy man, being Mayor of Orange, Major in the 5th Regiment, N. G. N. J., and also manufactures cigars. His leading brand is the Sage, a 10 cent cigar which has a big sale in this territory. He is well liked by the trade and is successful in all his ventures.

Maresco.

LEVI C. MERRICK DIES.

Chicago, Ill., March 5, 1906.

Levi C. Merrick, for many years a resident of Chicago and a retired member of the firm of Spaulding & Merrick, tobaaco manufacturers, died of anigna pectoris at his home, 3741 Grand Boulevard on Sunday evening, after an illness of three days.

He was born in Hartland, Me., Sept. 7, 1836, and at an early age engaged in business at Milwaukee, and in 1865, with Samuel Spalding, moved to Chicago, where the two engaged in the manufacture of tobacco. He retired in 1904. He is survived by a daughter, two brothers and two sisters.

WISCONSIN FARMERS' INSTITUTE.

Madison, Wis., March 3.

The twentieth annual Wisconsin Farmer's institute and midwinter fair will be held at Plymouth, March 13 to 15, at which the authorities have the promise of the attendance of the Assistant Secretary of Agriculture, Prof. W. M. Hays, and E. H. Webster, chief of the Dairy Division of the Department of Agriculture. Some thirty -five of the best workers in Wisconisn and other States will take part in this meeting. The railroads have granted an open rate of a fare and one-third from all points inWisconsin to Plymouth and return.

Rabell, Costa, Vales & Company
Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
York, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.
DIRECTIONS

Add one part of Keefer's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., give the best results.

B. S. Hartman
Lanc., Pa.
Makes
Nauine
Cigars
Write For
Samples and Prices

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants

New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 94

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

THE TOBACCO WORLD
One Dollar per Year
Is it worth while to do without it?

Trade-Mark Register.

FISHER'S 800. 15,058.
For cigars. Registered February 21, 1906, at 8 a. m, by M. Shelly, Philadelphia.

EL PRINCIPALLY GOOD. 15,059.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 21, 1906, at 8 a. m, by Bernstein Keilson Co., Cincinnati, O

CHASE OF FAME. 15,060.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 21, 1906, at 8 a. m., by Bernstein Keilson Co., Cincinnati, O.

EAGLE'S AERIE KING. 15,061.
For cigars Registered February 23, 1906, at 9 a. m., by H. D. Fasnacht, Reading, Pa.

SCRAP-KNOT. 15,062.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 24, 1906, at 12 m., by G. W. Bushnell, New Orleans, La.

ALVARA. 15,063.
For cigars. Registered February 26, 1906, at 12 m., by J. Alvarez, Philadelphia.

GOLDEN MEDALLION. 15,064.
For cigars. Registered February 26, 1906, at 8 a. m., by H. J. Mandel, Boston, Mass.

CHICAGO STAR. 15,065.
For cigars, chewing and smoking tobacco. Registered February 28, 1906, at 8 a. m., by A. W. Dietz, Hellam, Pa.

LAKE WOLF. 15,066.
For cigars, chewing and smoking tobacco. Registered March 3, 1906, at 8 a. m., by A. W. Dietz, Hellam, Pa.

LAKE BELMONT. 15,067.
For cigars, chewing and smoking tobacco. Registered March 3, 1906, at 8 a. m., by A. W. Dietz, Hellam, Pa.

S. & S. 15,068.
For cigars. Registered March 5, 1906, a 8 a. m., by Schaeffer & Sorber, Reading, Pa.

ELTCHIE 15,069.
For cigars. Registered March 6, 1906, at 12 m., by M. Shelly, Philada.

TRANSFER

PITTSBURG TROPHIES, registered by the Herring Stogia Co., of Pittsburg, was transferred to the Keystone Cigar Co., of Pittsburg, February 21, 1906.

REJECTED.

El Nora, Merchant, Alba Rosa, Alva rosa, Alexander, Golden Star, Merchant King, Paul Revere, Leona, Minola, Sun Light, A Cinch, Eden, Meadow Brook.

POLICE SLAP AT CHI CIGARISTS.

Loafers (?) Will be Jugged; Other Doings of the Week

Chicago, March 3.

Chief of Police Collins, in police orders yesterday directed patrolmen to arrest as vagrants all loafers around saloons and cigar stores who were not known to be regularly following a respectable calling.

The inclusion of cigar stores in the same category with saloons as low and suspicious resorts has aroused the ire of the cigar and tobacco faternity.

Mr. Diffley expressed himself freely on the subject. He regards the classing of cigar stores with saloons on a common basis in police orders, as a wholly unwarranted slap at a business just as respectable as that conducted by the late Marshall Field. Mr. Diffley declares that there are no loafers in cigar stores to correspond to those in saloons. At noon time for instance, men will come in after they have had their lunch and will buy a cigar and smoke it before returning to their work. Such men are neither loafers nor vagrants.

"I don't know with what sort of a cigar store Mr. Collins was most familiar years ago when he was a roundsman," said Mr. Diffley, "but his ideas evidently need to be brought up to date. My store here is a more respectable place than one half of the swell drug stores on State street; any of my stores are just as respectable as any place of business in Chicago, and the same is true of almost any cigar store you can name. I know drug stores not a dozen blocks from here, rated as respectable, where you can find more drunken women after ten o'clock at night than you can find in a night's trip through the dives."

The unremitting activity of the United Cigar Stores Company in securing leases upon desirable corners and driving out the former tenants by the familiar process of over bidding them for the lease, is again exemplified in the cases of Rudolph Seifert, southwest corner of La Salle and Randolph streets, and of the jewelry store at the southwest corner of Randolph and State streets. Mr. Seifert has not yet decided upon a location, and it is reported that the jewelry store, having lost its lease, will liquidate and retire from business.

Asked what effect he believed those aggressive actions of the United Company will have upon the cigar store situation in Chicago, a prominent and successful independent cigar dealer said: "It will have this effect, that those who go into the business in the down town district, those who start new stores without sufficient previous experience in the cigar business, will have to compete with the coupon giving and bargain store method of these United Company places. Those independent dealers who already have an established trade are not competitors of those places; they are out of the trust sphere and very largely out of the trust influence. I do not regard the establishment of these stores as a menace to the business. They will make it

TOBACCO TRADES EXPOSITION

The Search Light of Facts

Reveals how vast the enterprise of the Tobacco Trades Exposition—to be held at Madison Square Garden for two weeks, beginning Labor Day, September 3d, 1906—will be to the manufacturer.

Facts—Undeniable Facts.

FACTS ARE WHAT COUNT with the manufacturer; facts that tell the exact truth about the proposition; facts that show the benefit derived therefrom. Judged by these facts the Tobacco Trades Exposition will prove the greatest and most profitable investment.

IT IS A FACT— That over 300,000 people will visit the Tobacco Trades Exposition.

IT IS A FACT— That the Jobber, the large and small retailer, from all over the country will be a visitor at the Exposition.

IT IS A FACT— That 75 per ct. of the visitors use tobacco in some form or other.

A Limited Allotment of Space Now Offered:
75c. to $1.50
per
Square Foot.

Space Will Positively be Placed at a Premium Long Before the Opening Date.

IT IS A FACT— A salesman can see more trade and do more business in the two weeks of the Exposition than he could do on the road in a year.

IT IS A FACT— That the small outlay made will show immense results that could not be duplicated in any other way.

IT IS A FACT— That the publicity which the Exposition will have, which has already been shown, will be of vast importance, and will show the consumer the benefit of the independent manufacture.

Do you wish to enjoy Good Results from a Small Investment? Then Act at Once.

Tobacco Trades Exposition Co.
Flatiron Building
NEW YORK CITY

Diploma of
GEORGE A. BUDDY
Littlestown, Pa.
Manufacturer of
Prize Medal Cigars

Stephen J. Fields—10c.
Lord Bute . . . . .
Edward Hyde . .
Old Homestead .
King Racer. . . .
5c.

Samples Cheerfully Furnished to Responsible Houses

Cable Address: "BUCKY" Arnold's Code No. 5
J. M. BUCKNER, Jr., & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
917-921 W. Jefferson St., Louisville, Ky.
Dealers in Cigar Fillers, Binders and Wrappers
Manufacturers of AFRICAN and BLACK FAT TOBACCO for export
Packed in Hogsheads and Cases
Correspondence solicited Samples sent on approval

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
BRANCHES
CHICAGO 111 RANDOLPH ST. SAN FRANCISCO 311 BRANNAN ST.

harder for a limited few to get along, but the independent dealers in general will not be hurt one whit. The public understands the situation, and smokers as a rule can neither be coaxed nor coerced. Quite another view was taken by a dealer who contemplates going out of the business in the near future. He said, "Chicago has gone coupon mad. One of my best customers came in the other day and hauled out of his pocket one of the cigar cases we gave away not long ago. He bought a couple of cigars, but before he could put them into the case he had to unload it of the United Cigar Company's coupons with which it was crammed full.

J. W. Hargis, manager of the Schermerhorn Cigar Store on Michigan avenue, and himself an expert on the dressing of cigar store windows, lays down these brief principles as the basic rules for a successful window display: "Attend to the background and base of the window; for bright labels and brands use very dark or black background and base. Where the goods to be displayed are of somber hue and put up in dull dark packages, use the brighter, lighter colors, base and background. In short, seek contrast without in harmony. Variety adds interest. Have as many different kinds of goods in your window as you can without producing a crowded effect, but do not overdo the thing by overdressing the window. Do not confuse the observer's eye with too much. Seek proportion and harmony. Arrange your display so that the packages show in size in their regular order; in other words, if you have a box of a hundred, two of fifty and four of twenty-five, it is the best practice to arrange the largest box in the centre, then one of the next in size on either side, and finishing with two of the twenty-five boxes on each side of the arrangement as described. Preserve harmony in colors as much as possible, as well as proportion in sizes."

Ed. Kohlman, former President of the Chicago Cigar Dealers' Association will in about ten days take the management of the Independent Tobacco Company, a new concern which is already manufacturing a fine line of independent smoking and chewing tobacco. The Independent Tobacco Company is the pet project of I. Latzar and others, who have worked upon it with unwavering energy for two years or more. The company will be co-operative in effect and its success is confidently predicted. Already the company has a factory in operation and has taken a large number of orders. It is said that deliveries will be made in a few days and that the real active business of the concern will be launched with the simultaneous delivery of all the orders which have been taken in the last few weeks. This change will not materially affect the Kohlman stores. Ed. Kohlman will retain his interest in these enterprises, but the greater part of the active management of the stores will devolve upon his brother Philip Kohlman. The coupon department of the new Independent Tobacco Co. will be manager Kohlman's especial hobby. He has been working for some years on the coupon proposition, and probably knows that end of the business better than any other man in Chicago.

Fred. House, for many years with M. W. Diffley, has formed a partnership with a Mr. Voltmer, formerly with Lillienfeld Bros. & Co. and will open a store in the new Borland Building at Monroe and La Salle streets. It is a fine location, corner store, fronting on two busy streets. The anual rental is said to be $9,500. Among the lines the firm will handle, it is said are the goods of Gonzalez, Mora & Co.

The new cigar store of "Jimmy" Woods in Evanston was started on the advice of one of the keenest business men in Chicago, it is said, himself a cigar man of thirty or more year's experience. This gentleman urged Mr. Woods to secure a good place in Evanston where he lives and is well known and highly regarded, stock it up nicely and provide in the rear a comfortable room for neighborhood meetings, when the citizens did not feel warranted in hiring a hall. From all reports Mr. Woods has done just this and his success is regarded as a foregone conclusion.

S. C. Jeitles of Jeitles & Blumenthal, Ltd., Philadelphia passed through Chicago to-day on his way home from a successful trip, covering the western circuit. He says conditions are good. He regards an early spring as probable, and believes that business in that case will continue to improve.

SPRING QUICKENS TRADE AT HUB.

All Report a Good Business, and New Brands are Succeeding.

Boston, March 4.

The approach of spring is already being felt in the cigar and tobacco trade. The week has been very active for this season of the year and the outlook is that the spring and summer will be record breaking.

The mild weather of this week allowed the retail trade to keep store doors open, and that makes a great difference with them, so many retailers tell me.

The jobbers report doing a good business and that collections are on the fair list. The majority of the jobbers have more than one harsh word to say against the American Tobacco Co. on account of the extra work and bookkeeping that the company has laid on their shoulders. One jobber said:

"Here we have the American Tobacco Co.'s salesmen calling on the trade taking orders on their various drop shipment deals and when the jobber receives his orders he has to make out a duplicate on one of their regulation slips, and to enter it in a separate book to keep track of the checks, or discount that is due to the retailer on the various offers. I don't understand why, if the A. T. Co. wants to reduce the price of an article, it doesn't take it right off his bill and he will allow the retailer the discount at the time of purchase, therefore saving time and avoiding confusion."

Some retailers who buy goods from more than one jobber, have hard work to keep track of which jobber's checks he received, and all in all it's annoying to both retailer and jobber.

Dun's Review reports commercial failures in the New England States for the month of February as very few, the amount in all lines to be 91, of which but four are tobacconists.

The horrible evil of cigarette smoking was depicted in the House of Repre-

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAR
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C·M·CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

sentatives by Representatives O'Rouke and O'Brien, of Worcester, and by Dr. Clark, of Brockton, and the vote on the O'Brien bill was very close. O'Rouke moved to substitute for the adverse report of the committee on public health his petition to prohibit the manufacture, sale, or gift of cigarettes. Griswold, of Greenfield, in charge of the committee report, said that under court rulings this proposed bill would not stop the sale of imported cigarettes. By a vote of 65 to 69 and on roll call 75 to 86 the motion to substitute the bill failed.

The Alfonette Cigar Co. are sending out circulars to the trade stating that they wish to introduce in every section their brand new trick cigar. This cigar is perfectly harmless, and is made up so that it is equal in workmanship and appearance to a good 10 cent cigar. These cigars retail at 5 cents straight and go to the trade at $3 per hundred. This circular further states that they shall be pleased to fill a sample order of 25 for 75 cents express paid. This cigar is a ready seller and money maker and they will no doubt sell a good many by April 1.

Of all the Porto Rico cigars that have come into this market, the one that has remained popular is the Vista Hermosa. This cigar is made up in 20 different sizes in very handsome packages and at prices ranging from $23 to $125 per thousand. Mr. Fraser, the manager of the Boston office, tells me that they have been behind in orders for nearly two weeks and as for their Milton shape, they can never get enough of those.

M. L. Hobart, the representative of the Greater Boston Cigar Co., can be seen about town hustling in the interest of the Greater Boston 10 cent cigar. Mr. Hobart is the only man who ever worked on this brand in this section. The greater Boston Cigar Co. was recently incorporated by about six cigarmakers, and now the factory has almost twenty-five cigarmakers at work.

H. J. Mandel, Cambridge street retailer and jobber has this week placed with the trade a new brand, Golden Star Smokers, a seed and Havana, retailing at 4 for 25 cents. Since the opening of Mandel's store he has successfully placed with the trade three good selling brands (9-90-9), Mandel Smokers and La Flor de Mandel. In his window can be seen a very cleverly arranged display of Omega, a five cent Turkish cigarete, also of Poet, a 10 cent cigar the product of J. F. McGreenery of this city.

Everything was shining brightly when I called on Isadore Wise, another Cambridge street dealer. In conjunction with his cigar business he carries a very large assortment of books and papers etc. Mr. Wise is only a short time in this counry but speaks the language fairly well. He reports that business is increasing with him daily.

The store at the corner of Howard street and Tremont Row, which was originally occupied by the Goodwin Sisters and later by Geo. S. Harris has been again vacated, the United Cigar Stores Company over leasing the premises. The general trade is surprised at such a move by the United Co., as they have a store just across the street. It is rumored that the company intends opening another store on Washington street a few doors from Boylston street.

At Baker Bros. can be seen signs of good business activity. This firm has placed in a short time with the trade as many as half a dozen brands pronounced to be good sellers by their retail customers. Baker Bros. have the agency for the Lady Macbeth a clear Havana piece of goods made by Leopold Powell & Co. at Tampa.

The Norma Cigar Co. of Federal street displayed last Saturday a big sign that with every 50 cents' worth of Poet or Norma cigars they would give free a 50 cent deck of playing cards of the best quality. The offer attracted much attention. ALFO.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

with having lots of money and being willing to spend it.

"Suppose the cigar stands representative goes to the defiant druggist who has the desirable cigar business and makes him a last offer. Suppose the druggist refuses again. Suppose a rumor fills the air that the new chemists' trust intends leasing a store near that of the defiant druggist and will sell drugs at the lowest prices. Suppose the defiant druggist has all his money in his store, and is in no position to meet such competition. Suppose the rent is suddenly raised on him. Suppose any one of a dozen other things.

"The defiant druggist does some hard thinking. He has heard it reported that the cigar stands concern and the chemists' trust are indirectly connected with each other. While he is in the midst of his thinking, suppose the man who has wanted his cigar stand approaches and asks him if he is ready to talk business yet. Now if you have done all this supposing, do you suppose the druggist will be ready to talk business; and if he is, who do you suppose wil lead the conversation?"

"But that would make the United Chemists Co. merely a bluff," I said.

"It wouldn't make it anything," was the quick answer. "We're just supposing, aren't we? In my supposition my supposed trust wouldn't necessarily be a bluff. All this diplomacy (?) need in no way interfere with any regular and active business which the company might choose to conduct.

"But what's the use of supposing, after all?" he finished.

THE OLD SALESMAN.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT

Medal Awarded for Quality and Workmanship—St. Louis, 1904

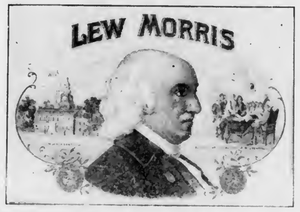
A FULL HAVANA
FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WHEN QUALITY COUNTS



5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and **EL DODIE,**
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
Minneapolis, Minn.
Fine Union-Made Goods a Specialty.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

CO-OPERATIVE CIGAR COMPANY.

Manufacturing Concern with Retailers to Own the Stock.

Alina, O., March 1.

The Home Cigar and Tobacco Company, a local institution, has been incorporated under the laws of the State with a capital stock of $10,000. The incorporators are J. A. Depweg, M. J. Hemmert, F. J. Wolf, C. J. Hemmert, T. C. Hogan and L. T. Depweg.

The company will attempt the manufacture of cigars on a large scale, and will make an effort to get all the cigar dealers of the county interested and to become stockholders in the concern, thus furnishing a home market for the bulk of their product.

The plan is believed to be feasible if it gains the encouragement of business men and citizens generally. It will mean the employment of perhaps half a hundred people.

WISCONSIN TOBACCO MARKET.

Edgerton, Wis., March 2.

Receiving of the new crop is still the order of the day throughout the tobacco sections of the State. Close to three-fourths of the crop has now been delivered and dealers are arranging to take in the balance at their earliest convenience. The middle of March will doubtless see the great bulk of the crop housed and growers handling the proceeds.

T. B. Earle, C. L. Culton, McIntosh Bros., Meyer & Mendelsohn, A. Cohn & Co. and the United Cigar Manufacturers are receiving largely in Vernon county this week, some of whom will take the last of their purchases there.

The amount of money required to handle the crop is far in excess of several years past. One firm alone has paid out to growers upwards of $700,000 to date.

There are no developments in the cured leaf market worthy of note. Plenty of goods could be sold if they were now in stock of the dealers.

Warehouse handling is being crowded along at the packing points as fast as labor conditions will permit, with a prospect that the crop will be handled before the advent of warm w ather.

Shipments, 400cs.—Tobacco Reporter.

Recent Incorporations, Etc.

—The Independent Tobacco Co. of Omenca, of Portland, Me., has been incorporated with a capital of $500,000.

—The Steiner & Steiner Cigar Co., of Patterson, N. J., has been incorporated with a capital of $5,000, stock held in Indiana.

—The Porter Cigar Co., of Holdrege, Neb., has been incorporated with a capital of $5,000 by C. C. Porter, M. E. Porter and O. M. Porter.

—The Smokerette Manufacturing Co., of New York, has been incorporated to deal in a substitute for tobacco, with a capital of $100,000. The President is A. H. Hall.

—The Schmitt Bros. Tobacco Works, of Milwaukee, has been incorporated by M. F. Schmitt, C. W. Walter and Chris M. Schmitt. Capital, $20,000.

—The Eton Cigarette Co., of New York, has been incorporated to manufacture cigars and cigarettes by C. M. Beeker, E. T. Sullivan and E. T. Burton.

—The Hoskins Cigar Co., of Bismarch, N. D., has been incorporated with a capital of $25,000 by R. D. Hoskins, P. J. Meyer and F. M. Hoskins.

—Pollack & Weinberger, cigar jobbers of Youngstown, O., have changed the style of the firm to the Pollack-Dougherty Co., and articles of incorporation have been secured.

—The Wine, Spirits and Tobacco Association, of Oklahoma City and Chicago, has been incorporated with a capital of $20,000 by Thomas L. O'Neill, Carl Schuden and S. T. Bisbee.

—The Battery Bunch Cigar Co., of New York, has been incorporated to manufacture cigars, with a capital of $10,000, by Dennis O. Day, Daniel J. Sullivan and Samuel Gernsheimer.

—The L. L. Stoddard Tobacco Co., of New Haven, Conn., has been incorporated with a capital of $7,000 by Clayton H. R. Redfield, Charles M. Barnes and Frank L. Stoddard. The company will do a jobbing and retail business.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
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WM. STEINER, SONS & CO.
Lithographers,
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
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Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Hand-Made

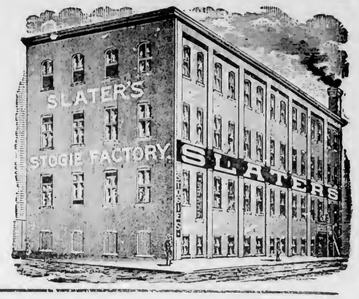
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.



SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

DeKRESSONDENCE SOLICITED. 4e Droit Building, WASHINGTON, D. C.

BUYERS ACTIVE IN CONNECTICUT

Hartford, Ct., Feb. 28.

There have been a good many tobacco buyers in the market during the last two weeks and considerable business has been transacted. Prices have ranged from 13 to 18 cents in the bundle and 20 to 25 cents for assorted. Some of the crops are being held for better prices. Fillers and trash are in great demand; 9 cents has been refused, and plenty of sales are reported at 8 cents.

Business Changes, Fires, Etc.

Arkansas.

Plum Bayou.—A. T. Tholheimer & Bro., cigars, dissolved.

Connecticut.

Hartford—Frank H. Crygier, wholesale and retail cigars, etc., stock and fixtures damaged by water; insured.

Georgia.

Athens—W. J. Garibold, cigar manufacturer, chattel mortgage, $105.

Indiana.

Fort Wayne.—Deering & Needham, cigars, news, etc., dissolved.

Huntingdon.—Hugh M. Struble, cigars and billiards, chattel mtge., $250.

Indianapolis.—Dola W. Conrad, cigars, etc., chattel mortgage.

Iowa.

Mason City.—White & Stoddard, cigars; J. C. Stoddard, Jr., individually, chattel mortgage, $1,000.

Maine.

Guilford.—S. Christopher, cigars, tobacco, etc., chattel mortgage, $300.

Massachusetts.

Fall River.—George F. Thomas, cigar manufacturer, petition in bankruptcy.

Michigan.

Jackson.—Howard & Solon, jobbers fruit and oysters, and wholesale tobacco, succeeded by Howard & Solon Co., not inc.

Marshall.—Elk Cigar Store, not inc., cigars, tobacco, billiards and news, chattel mortgage, $944.

New York.

Elmira.—Fred W. Dupre, tobacco and cigars, chattel mortgage in favor of F. T. Estabrook, $550.

Gloversville—Lerch & Austin, cigars, etc., reported will dissolve.

New York City.—Equitable Cigar Co., not inc., jobbers; Charles G. Dawson, dead.—Hall & Lumb, retail cigars, sold out at auction.

Syracuse.—Cassidy & Keck, cigars, etc.; Harry C. Keck, individually, chattel mortgage, $550.

Ohio.

Cleveland.—Julia E. Miller, (Mrs. C. C.), cigars, news, etc., damaged by fire.

Wapakoneta.—Edward Lump, cigar manufacturer, real estate mtge, $2,000.

Pennsylvania.

Dubois.—Isaac Zisser, wholesale and retail cigars, fire loss.

South Dakota.

Wessington Springs—William Burger, cigars, succeeded by Burger Brothers.

Washington.

Medical Lake.—A. C. Enloe, cigars, confectionery, etc., bill of sale (stock) $425.

Olympia.—P. E. Stovall (Mrs. W. W.), cigars and confectionery, sold out to G. Spurgeon.

PATENTS RELATING to TOBACCO Etc.

813,766 Bunching machine for making cigars; Benjamin N. Berman and A. Harris, Philadelphia, Pa.

813,868 Tobacco stripper; Martin Deiller, Newark, N. J.

813,869 Shaft clutch; Martin Deiller, Newark, N. J.

813,967 Self igniting match safe; John W. Hart, La Harpe, Kans.

813,503 Match box; Henry E. Lindner and H. J. Kallinich, Hartford, Conn.

813,751 Match lighter; Albert B. Troupa, Sandwich, Ill.

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.

WEEKLY CAPACITY 20,000 BOXES.

Phone Connection.

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia

Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

CARPENTER WORK

SHELVES and FIXTURES a Specialty

Jobbing in all its Branches

JAMES A. ALLEN

Stencils, Metal Checks

All Kinds of

Rubber Stamps, Etc.

244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS

Quaker City Stencil & Stamp W'ks

Incorporated

234 Arch St., PHILADELPHIA, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of

American Tobacco Co.

American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

Blackwell Durham Tobacco Co.

Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

METAL EMBOSSED LABELS METAL PRINTED LABELS

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H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING SPECIAL DESIGNS

Brilliant as Diamonds,

Fragrant as Roses,

Good as Government Bonds,

Are the CIGARS of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.

"S. B." Half Havana, ... 5c.

"S. B." Little Havanas, ... 5c.

"Honest Bee" . . . . . 3c.

"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

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Sole Owners and Manufacturers.

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS,

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars.

Guaranteed to be the Strongest and Best.

Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

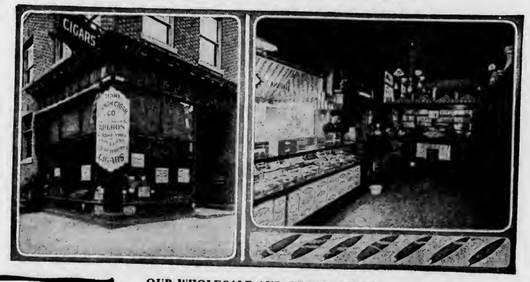
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five
Banded

Distributors Wanted Everywhere

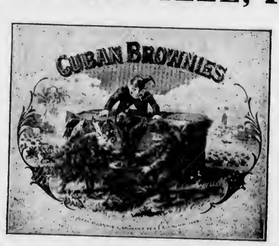


OUR WHOLESALE AND RETAIL STORE

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

A. D. KILLHEFFER, MILLERSVILLE, PA.



Maker of **High Grade Cigars.**

No Salesmen. Communicate with Factory.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVI., No. 11. | PHILADELPHIA and NEW YORK, MARCH 14, 1906. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
PHILIPP J. KOLB
WILLIAM J. LANAGAN
232 ARCH STREET,
PHILADELPHIA.

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers
York, Pa.

Our 1906 Cigar Cutters
AND
New Style Advertising Plates
ARE
THE TALK OF THE TOWN

Walker's
DIAMOND
Cigar Cutters

Shine in the Finest Cigar Stores Because
They Don't Break Cigars
The Finger Rest and Diamond-Pointed Double Shear Knife Does the Work
Send for Sample before ordering Cutters

Made only by Erie Specialty Co., Erie, Pa.

Growers and
Packers of
FLORIDA TOBACCOS
Write for Samples
Schroeder & Arguimbau
No. 178 Water Street
New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

The average dealer likes to have a cigar that don't stay on the shelf; likes to have one that will sell and duplicate. Our **RUGBY** Five-cent Cigar is that kind.

STEWART, NEWBURGER & CO.
Cigar Manufacturers,
29 North 4th St., Philadelphia.

Factories 206 and 212, First Rev. District, Pa.

SUPERIOR Quality and Workmanship

Vicente Portuonda CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

EISENLOHR'S Cinco Philadelphia CIGARS

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia,
Hollard's

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Pathfinder
SOLD UNDER BONA FIDE GUARANTEE

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

MEXICO CROP DEFICIENT, TOO.

Beats 1905 in Quantity, But Will be Poor in Quality.

According to buyers who should be in a position to know, there will be very little Mexican tobacco for export from next year's crop. While about twice as much land was planted in tobacco this year as last year, the crop so far shows that most of the product will be of inferior quality, and that while larger in quantity than the crop of 1905 the crop of 1906 will be very poor in quality.

The crop is already being gathered in many districts, but in a few days harvesting of the whole crop of the republic will be in progress.

It is said that the crop of the San Andres Tuxtla district, which is used principally for shipment to Europe, is almost a total failure so far as quality is concerned, and that there will be practically none of the tobacco from this district exported next year. The Cordoba crop is very good, but the product from this place will be used exclusively by the cigarette factories of the city. There is very little tobacco reported from Tepic this year, and while Tlapacayam is expected to produce a large crop there will be none of it exported, as the quality, it is said, will preclude it from entering the European market. This tobacco will also be used in Mexico. Medium crops are reported from Valle Nacional and Ojitlan, and from other sections of the republic reports of tobacco production for the next year are not very encouraging.

So far as it is possible to estimate the crop at this early date, it appears that there will be produced in Mexico for the year about 1,000,000 arrobas of tobacco. This will be distributed as follows: San Andres Tuxtla, 100,000 arrobas; Acayucan and Talxipam, 30,000; Cordoba, 300,000; Tlapacayam, 150,000; Tepic, 150,000; Ojitlan and Valle Nacional, 100,000; Playa Vicente, 100,000; other districts in Oaxaca and Chiapas, 50,000; districts in the State of San Luis Potosi, about 20,000.

BIG PRICES FOR CONNECTICUT LEAF

Hartford, Ct., March 9.

The tobacco market is tightening and shows that there is a large dividend for local tobacco. This rapid rise in demand is not due to scarcity of tobacco but to the exceptionally heavy demand for it this year. Andrew S. Bidwell, the local agent of Mr. Smith, has bought the entire crop of ten individuals and the price is said to be close to 30 cents. "Rubbish," which in former years has sold for a cent a pound, this year is bringing 3 cents while "bum seconds," as this grade of tobacco is termed by dealers, is in many cases bringing 10 cents a pound.

NEW FACTORY FOR ALLENTOWN CONCERN.

Bondy & Lederer, cigar manufacturers, who occupy a floor of the Austin Hosiery Mill, South Bethlehem, have purchased a plot of ground on Buttonwood street, opposite the mill, on which they will erect a large L-shaped three-story structure, to be used as an additional factory.

INDIANA LAW A FIASCO.

50,000 Voters are Smoking Cigarettes in Contempt of Statutes.

Indianapolis, Ind., March 9.

In an argument before the Supreme Court of this State, Attorney W. L. Taylor declared that 50,000 voters in Indiana are smoking cigarettes in spite of the law. The argument was made in the Lowry cigarette case in which the validity of the cigarette statute is attacked on the ground that it interferes with interstate commerce.

W. W. Lowry was arrested and indicted on the charge of having a cigarette in his possession in violation of the Parks statute. It was proved that the cigarette was taken from a package of 1,000 "smokes" received by Lowry from a firm in Louisville. Lowry was acquitted in the Criminal Court on the ground that his act was protected by the interstate commerce law.

William C. Geake, deputy attorney general, spoke for the State. He held that the commerce clause of the Federal Constitution only protects articles of interstate commerce as long as they remain in the original package of shipment. "When this package is broken, as in the present case," said the attorney, "the clause ceases to protect the article and it becomes subject to the police powers of the State."

Lowry's attorneys, W. L. Taylor and Romney L. Wilson, maintained that a person has a right to import articles for his own use, and that the State can not lawfully operate against articles that are brought in for this purpose. They contended that if Lowry had the right to import cigarettes he had the right to use them. The attorneys made the point that Lowry did not import the cigarettes to sell or to give away. It was declared that the commerce clause of the Constitution protected the cigarettes in Lowry's hands as long as he used them himself.

Romney L. Wilson, one of Lowry's counsel, informed the court that statutes of the kind under discussion were in the nature of "freak legislation."

"Such legislation," he declared, "is often the result of the clamor of the masses and the mob."

Deputy Attorney General Geake insisted that the enactment of the Parks law was the result of an agitation on the part of the best moral element of the State.

"This case," said W. L. Taylor, "in the course of his remarks, "is one of the most important that has come before the court in years for the reason that it is an encroachment on the sacred right of personal liberty."

FORMER DETROIT TOBACCO MAN DEAD.

Charles B. Hull, a well-known business man and successful citizen of Detroit, died suddenly Thursday at his home in New York, aged about 64 years. Mr. Hull was at one time head of the American Eagle Tobacco Co., of Detroit, but at the time of his death was in charge of the freight business of the New York, Ontario & Western railroad. Five children survive him.

CHARGE THE CONSUMER MORE.

Dealers Must Raise Stogie Prices or Sell Them at a Loss.

The following letter has been received from the Marcus Feder concern, of Cleveland, O., in reference to the increase in the price of stogies, information concerning which has already been printed in this paper. As is suggested, the Tobacco World would like to receive opinions from dealers regarding the raising of the price to the consumer as it seems evident that some such step must be taken or else the stogie trade handled at a loss. The letter follows:

Editor Tobacco World:

The continuous rise in tobaccos necessitates the change of the selling prices of stogies among retailers, but it seems one is afraid for the other. While some are trying to sell the better grade of stogies 5 for 10 cents the majority are afraid to follow suit; therefore the retailer today is actually making no money in the stogie business.

He is paying today for strictly hand made stogies like the Eagle Brand, August Pollock's Crown Stogies, and Jenkinson's Red Label, $14 per thousand and the tendencies show clearly that even that price will have to be raised; so it is only a question of time, when the retailer will be obliged either to sell his goods below cost or to change his price to the consumer from 3 for 5 to 5 for 10 cents or 2 for 5 cents.

We have already marked our Eagles on each box 5 for 10 cents so that the consumer can see that the goods are to be sold at that price. Our Mr. Feder was in Chicago last week, where our Eagle Brand Stogies are the principal sellers among the dealers and they fully appreciate the necessity of changing the prices on all celebrated brands, as suggested by our Mr. Feder.

We believe that you ought to collect opinions upon that subject from all dealers that are interested in the selling of the celebrated brands of stogies.

If these changes are made the conditions of the manufacturer as well as of the jobber and the retailer will be considerably improved. We hope that you will give this matter your attention in your next issue.

Very truly yours,
MARCUS FEDER.

CIGAR STANDS CO IN ILLINOIS.

Establishing Branches in the West. Company Says it is Against the Trust.

Sterling, Ill., March 8.

The National Cigar Stands Co. has entered this city and will have a branch in the establishment of the Hendrick's Drug Co., which is identified with the new corporation. A handsome, large display case has been installed in the store which is uniform with the cases that will appear in all the other branches.

The National Cigar Stands Co. denies that it is a trust, and says it is only a number of independent concerns joined for protection against the real trust. At least that is what some of the officers of the company say, and they ought to know.

At the opening of the western headquarters of the company in Chicago the president declared that the stories of the National Cigar Stands Co. being a trust were all bosh.

—The tobacco sheds of Charles Deem, near West Alexandria, O., were destroyed by fire together with nearly 10,000 pounds of tobacco.

NOT MUCH LEAF UNSOLD.

Only About Half as Much in Louisville Market as Last Year.

Louisville, Ky., March 8.

The monthly report of the Louisville Leaf Tobacco Exchange shows that the unsold stock of leaf tobacco amounts to 7,804 hogsheads, compared with 15,439 at this period in 1905 and 11,460 in 1904.

Of the unsold stock 3,327 hogsheads are Burley, compared with 3,128 last year; 2,734 Green rivers, compared with 66 last year, and 1,743 dark, against 5,630 last year. Receipts for the month of February were 12,881 hogsheads and deliveries 15,344. Since January 1 receipts in this market have amounted to 32,557 hogsheads and deliveries to 29,724. Total stocks of this date amount to 19,048 hogsheads.

For the month of February auction sales of leaf tobacco amounted to 15,962 hogsheads and private sales to 2,172, making a total of 18,134. Total sales for the year to date are 43,135, compared with 28,166 for the same period last year. Sales of Burley in February amounted to 13,764 hogsheads, all new crop save 841; sales of dark to 4,370 hogsheads, of which 2,215 were old crops. Rejections since January 1 have amounted to 4,801 hogsheads, and for the month of February they were 2,185.

BILL TO TAX COUPONS.

Probably Too Radical to Succeed in Being Passed.

Washington, D.C., March 10.

Representative Tawney has introduced a bill which, if enacted into law, will put an end to the giving of prize coupons with cigars and tobacco. It provides for the compulsory placing of a two cent adhesive stamp tax upon each coupon. The tax may be paid by either the producers or the man who presents the tags or coupons for redemption.

It directs the Commissioner of Internal Revenue to have the necessary stamps engraved and ready for use by July 1, 1906. The bill is aimed at the cigar trust, which has been active in the coupon business recently, and is calculated effectively to discourage the practice of giving prizes or money to consumers of certain brands of tobacco.

NEW CUSTOMS RULING

Cuban Revenue Tax Cannot be Considered in Estimating Market Value

In a decision by Judge Somerville, the Board of United States General Appraisers, at New York, sustained a claim filed by U. Koen & Co., of New Orleans. It appears that the Collector of Customs insisted upon including the Cuban internal revenue tax in the dutiable market value of cigars imported by the firm. Notwithstanding the fact that the Treasury Department specifically instructed the Collector to levy the duty complained of, Judge Somerville holds that the duty was paid by the importers under duress, and is illegal. The Collector is ordered to reliquidate the entries in accordance with the finding of the board.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SEED LEAF TOBACCO SUMATRA
147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED
1642-44 N. ELEVENTH. ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

JOBBERS BETTER THINK THINGS OVER.

I notice that the match controversy is being raised again by certain independent companies, and under the circumstances, I think it just possible that this time it may have some effect.

The jobbers are seeking to get closer together just now in order to make their standing more assured, and they are more in the mood for a consideration of propositions than at any other time.

The situation is this: Independent companies assert that, in New York at least, the match trust is signing up more jobbers every day and leaving fewer that they can reach. The Diamond Match Co. sells to the jobber and allows him a discount of ten per cent, provided he shows his appreciation by refusing to handle the product of any outside company. It is easy enough to buy independent matches at the same or at less price, but the trust matches are always more or less in demand, and a dealer doesn't like to be unable to supply his customers.

The independent companies talk to the jobbers something like this: "We understand that you don't like to make any sacrifice that doesn't seem absolutely necessary, but we don't think you comprehend the entire situation. You may be in a position to throw out matches altogether without seriously injuring your business, but there are a great many products which you couldn't think of throwing out, and you may soon find yourself in a position where you will be absolutely dependent on the manufacturers of those products.

"You are beginning to feel that the jobber's position can easily become a shaky one because the minute there is a concerted or even a general movement on the part of the manufacturers to go after the retailer direct, the jobber sinks out of existence because there is nothing left for him to do. You realize this and urge the manufacturer to start no such movement as, logically and by all right, he must deal through the jobber.

"But the manufacturer will consider the jobber no more than the jobber considers him, and perhaps not as much, because in most cases he has the upper hand. On that account, it is certainly policy, if nothing else, for the jobber to have clean hands when he makes any plea for consideration by the manufacturer. If he himself has followed out a thoroughly selfish policy in the handling of one product, what has he a right to expect when he goes forth to ask favors?

"Now, all this being true, don't you think it will pay you to adopt a broader policy, and be a little less complaisant whenever a trust wags its finger at you?"

That is about the argument of the independent match manufacturers, as near as I can get at it from the various utterances I have heard from time to time. They further argue, and I think very forcibly, that the jobbers in looking after Number 1 now, are simply laying up a store of trouble for themselves later. If they follow their present inclination to deliver themselves over to every trust that chooses to dictate its terms, they will soon be in the most pitiable position imaginable.

A sword more terrible than that of Damocles will hang perpetually over them and they will never commence a business day without a fear of what it may bring forth.

I should think this would make considerable impression on the jobbers, particularly if they are worrying about the security of their position. A jobber who has an account with fifty or a hundred manufacturers hasn't a great deal to fear from any one of them. When his stock is controlled by two or three trusts, however, he has got to admit that dog is cat if the trusts want to have it that way.

And the situation goes still farther. Supposing he is bound hard and fast on one side, the only way in which he can come anywhere near feeling independent, is in the contemplation of his big list of customers among the retailers.

But those retailers are absolutely unsentimental. In a great many instances the retailer isn't making the money he used to be able to make, on account of the increased press of competition. So the more enterprising representatives of that branch of business are continually nosing around to discover ways of beating the situation. If they are able to pay cash for what they buy they can do about as they please, and if a manufacturer makes an effort to reach him direct, this sort of retailer generally more than meets him half way.

If the manufacturer can get his goods to the retailer without undue loss of time, and the latter can clear some of

(Concluded on page 24.)

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

AN advertising expert writing in the Canadian Cigar and Tobacco Journal expresses his surprise that so important article as the briar pipe should be so little advertised. He points out that there are special reasons why the pipe manufacturer should advertise the product to which he has been at such pains to give an individuality. He says:

"I know of no class of manufactured article that is advertised so little, and which at the same time offers such great possibilities in this direction as the briar pipe. Rarely does one sees a line of newspaper type or a sheet of poster used to gain publicity for any kind of a smoker's pipe. What makes this seem strange is the fact that many manufacturers produce briar pipes under a brand name with special features, the advertising of which would inevitably result in a demand for the pipes bearing that name, and containing those features. Take the 'B. B. B,' line for instance. It is perhaps too much to say that the manufacturers of this line do not advertise at all. I have heard their representative allude to their rather handsome pipe stands on which the pipes are shown in the retail stores as 'advertising.' And so it is. But a firm producing an article so notable in quality as the B. B. B. pipes are, neglect wonderful opportunities in refusing to advertise their products to the public. Everything points to the certainty of success to any reputable pipe manufacturer who institutes an advertising campaign for his line, for it has been proved time and again that the smoker can be induced quite easily to enter a tobacconist's shop and call for a certain brand of pipes just as he would call for a certain brand of cigars. I know several wholesale houses in Canada who have made for them in France and in England special lines of briar pipes, the manufacturers producing the goods with the wholesaler's name or initials stamped thereon. Time and again I have stood in a cigar store, watching a man try to select a pipe. The tobacconist places a number of them in all shapes and sizes on the show case, and the customer who really does not know much about pipes, but likes to 'hang a bluff' that he does, says: 'I don't like any of those. Haven't you got any of those X. Y. Z. pipes?'

"And although the tobacconist, for reasons of his own, or simply because he wishes to give the customer the best value for his money, tries hard to make him take some other pipe that does not bear any special brand, the customer insists on carrying away an X. Y. Z. pipe. If this is the condition without advertising, think what a little advertising would accomplish for a line of pipes that bears a brand name."

The advertising man has written nothing but the truth, and no one knows it better than the retailer. What he says does not apply to Canada alone but to the United States as well. Here is a chance for the retailer to pound some facts into the pipe salesman when he comes around.

Many cigar stores don't want pipes in their stock at all because they figure it costs too much to sell them. Why? Because the average shopper for a decent pipe will fumble aimlessly around for three quarters of an hour or more, and perhaps even then decide to think it over. All that is a dead loss of the clerk's time.

Nearly every pipe smoker flatters himself he knows all about pipes. He is well enough acquainted with his own collection and he has favorites among them. But put him up against a couple of dozen pipes on the show case and he is up in the air.

That is where the advertising should come in. Smith manufactures a good line of pipes and he wants consumers to know it. He starts a campaign of advertising during which he teaches the smoker how to tell the good points of a new and untried pipe. He explains why his own pipes are superior, and if he is wise he doesn't make statements beyond the facts. Jones, another pipe manufacturer takes an equal pride in his goods and follows Smith's example. So do others. The consequence is that the pipe smoker does a good deal of his shopping before he goes to the cigar store; that is, he absorbs the ads beforehand, and is much more eligible as a pipe buyer when he does enter the store. Instead of monopolizing the clerk for three quarters of an hour, he may be able to get through satisfactorily in five minutes.

So if the retailer tells the pipe salesman to beat it into his firm's head that it must advertise intelligently to gain the co-operation of the retailer he will be working toward his own economy. And if half a dozen salesmen reach headquarters one after another with low orders and the declaration from the retailers that they haven't got time to handle the line unless a specific demand is created, the pipe manufacturer will look up rather suddenly.

• • •

NEW TOBACCO BOX PATENT.

A RECENT invention of interest to dealers is a box for carrying tobacco in the pocket. The contents of the box are not only kept clean but are also prevented from contaminating other articles in the pocket, the lid of the box serving to cut off a chew or pipe supply from the main plug. The box is made of metal in a size to contain a plug of tobacco for chewing or smoking. At one end of the box is a spring of a length sufficient to crowd the entire plug from the rear to the front end of the box. Hinged to the bottom of the forward part of the box is a false bottom, which throws the end of the plug upward. At the edges of the box and lid are knives so placed that when the lid is manipulated the end of the plug is chipped off. All of the pieces that are thus cut off will fall in front of the box. A full complement of supply for a chew or a full pipe for a smoke need not be cut off at once, but this can be done a little at a time, as is common with a knife.

THE WORLD-WEARY YOUTH.

WHEN you have to hire a clerk be careful you don't get one who has reached the blase age. He has to be very young to have reached that period, and while he is passing through it, he is about as worthless as any human being can well be.

The blase young man, or rather boy, has absorbed more or less knowledge of the world since he has discarded knee breeches, and be that knowledge great or small, it is the boy's opinion that he has seen and experienced everything worth seeing and experiencing.

His pose is that he is tired of everything, surfeited with experience, and if he is an employe, it takes a considerable press of work and a good deal of sharp talk to knock him out of his pose long enough for him to do what he has to.

The cigar clerk in such a frame of mind, regards every customer, unless he is a very fly looking individual, with an air of listless contempt, and waits on him accordingly. The malady has to run its course, and sometimes the clerk emerges quickly and little the worse. Other clerks will manage to acquire the habits of the work-shyster so thoroughly that they don't escape from them.

The majority of young men are subject to the trouble and with different youths it occurs at different ages. Size up your prospective clerk and if you think he is trying to assume the air of a bored man of the world, tell him you think you'll wait a year or two before engaging him.

• • •

TOBACCO WRAPPER INSTEAD OF TIN FOIL.

S. K. SAMUELS is manufacturing in Spokane, Wash., a cigar wrapped in a tobacco cover, which he believes will preserve the cigar and keep its high flavor for a considerable length of time. He is working under a patent secured by Jerry Tynney. A slight twist of the thumb and finger removes the tobacco wrapper and leaves a finely flavored Seed Havana cigar. It is contended that the tobacco wrapper is far better than tin foil, paper, or other material. The wrapper is made of cheap tobacco, which can be put on at as low a price as tin foil or other substances. This wrapper is also made of rather tough tobacco, which makes it a protection to the cigar when carried in the pocket or otherwise. The cigar as manufactured sells two for a quarter.

• • •

SHOULD LEAVE THE BAND ON.

"THE big, burley man smoking a big fat cigar with a broad, high colored band around it does make a somewhat aggressive spectacle," said a smoker; "but I don't know that I object to the band, for all that. I have known slender, retiring men who, when they bought a cigar with a band on it took off the band before lighting it, but I rather think that this is an excess of shyness. I am inclined to think that a man who is not in himself conspicuous, who has a good cigar with a band on it, at once a decoration and a mark of quality, may reasonably leave the band on as he smokes."

BRAND NAMES.

WITH the many thousand different cigars and cigarettes on the market it is pretty hard for a manufacturer to select a title that does not infringe on a name already in use. Sometimes the result of the efforts to think up something original is a little appalling.

A recently registered brand of cigarettes in the British Isles is called "England expects every man this day will do his duty." For a man in a hurry these cigarettes are out of the question, and it is fair to presume that the brand will be avoided by all but the long winded. Imagine a customer up against a proposition like this:

"I'd like a box of England expects every man this day will do his duty cigarettes."

The clerk has just finished making change for another customer, and hasn't got it out of his head yet.

"What did you say you wished, please?"

"A box of cigarettes; the England expects every day this man will do his duty kind."

The clerk smiles. "I know what you mean, but you didn't get the name quite right. It's England expects this man will every— No, that isn't right."

"I know now," says the customer. "England will do this man every day his duty expects."

"That's worse yet; it's more like England expects this day duty every man will do his. See here! wait till I get a box of the bloomin' things and read it."

The clerk hunts around for a while and returns empty handed. "Sorry, sir, but we're just out of England—We haven't any of the bally things. Besides that, it's closing up time."

• • •

MIXES TOBACCO WITH AROMATIC LEAVES.

ALTHOUGH he is very fond of a pipe the Kaiser always smokes cigarettes in the streets of Berlin. The other day he threw away the stump of a cigarette in the Thiergarten, and a street boy who picked it up sold it to an American for a sovereign. For his friends the Emperor keeps some excellent cigars which are specially manufactured for him in Havana. When he is out shooting he smokes a pipe which was made for him from his own design by a pipe carver in Berlin. The bowl is of meerschaum and on it is a silver blackcock on a branch with its wings outspread. On the stem is a W set with the little bright stones which are found in the crop of the blackcock. The Kaiser mixes his tobacco with the dried leaves of sweet-smelling plants.

• • •

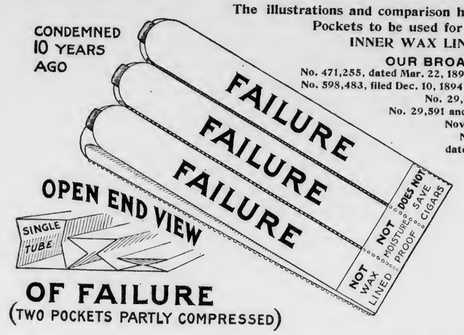
IT is a well known fact that if a manufacturer wants things done a certain way by the retailer, the manufacturer must do them himself, by preparing and presenting his merchandise in such a manner that all the retailer need do is to "follow the red lines." Goods are only half sold, when the retailer is not taught them, or provided with the means of completing the sale to the consumer.—Piccolo.

THE SMOKER APPRECIATES THE DIFFERENCE AND WILL RESENT DECEPTION

The illustrations and comparison herewith, show why we decline to furnish Pockets to be used for Cigars, other than those with INNER WAX LINING and TRIPLE FOLDS

OUR BROAD U. S. PATENTS:
No. 471,255, dated Mar. 22, 1892. No. 598,484, dated Feb. 1, 1898.
No. 598,483, filed Dec. 10, 1894. No. 598,485, dated Feb. 1, 1898.
No. 29,491, Oct. 18, 1898.
No. 29,591 and No. 29,592, both dated November 1, 1898
No. 633,394, dated Sept. 19, '99

CONDEMNED 10 YEARS AGO



OF FAILURE
(TWO POCKETS PARTLY COMPRESSED)

INDORSED BY ALL SMOKERS

OF SUCCESS
(TWO POCKETS PARTLY COMPRESSED)

A COMPARISON

FAILURE vs. SUCCESS

Our pockets, placed on the market 1894-1896, made with single tubes, two inward folds, closely adjacent, afforded no protection from dampness or heat of the body, therefore were a

FAILURE.

Smokers condemned them and we, free of charge, at great expense, replaced all that could be found. These pockets, whether printed or lithographed on ONE or BOTH SIDES are suitable only for articles not liable to break or to be affected by heat or dampness. For such purposes with our present facilities, we could afford to sell pockets as made by us in 1894 at very low prices.

Our Cigar Pockets, with double tubes, with two or more short angular folds, the inner lining of purest Hammerschlag WAX PAPER, therefore impervious to either heat or moisture, and flexible and elastic, accommodating any size or shaped cigar, have for

TEN YEARS

enjoyed the CUMULATIVE, UNQUALIFIED approval of the CIGAR-LOVING PUBLIC, hence a great

SUCCESS.

The material used in our WAX-LINED HUMIDOR cigar pockets, costs nearly double that used in pockets made by us in 1894.

RACINE PAPER GOODS CO., Racine, Wis.

APPLEGATE'S AUTO TRUCK.

THE above is a reproduction from a photograph of a new gasoline truck recently put into service by W. M. Applegate, the well known wholesale tobacconist, of Bethlehem, Pa. It is of three tons capacity, and sufficiently powerful to climb moderate hills at a twelve miles per hour clip. It will be used for general utility purposes, and especially for the delivery service of the house between Bethlehem, Allentown, Easton and other points. It is quite an innovation for the trade in that section, and is causing much favorable comment as to Mr. Applegate's enterprise. Mr. Applegate represents the manufacturer of this truck in Eastern Pennsylvania and Western New Jersey.

CONCENTRATED HAVANA COMPOUND.

In the advertising columns of this week's issue will be found the announcement of John F. Keefer's Concentrated Havana Compound, which should be interesting reading to manufacturers. In a letter received from a friend of Mr. Keefer, it is stated that he was for many years in charge of the mixing department of the S. L. Johns factory at McSherrystown, Pa., and of wide experience in his line. It is further stated that it is owing to the urgent request of the trade that Mr. Keefer felt it a duty to place his product on the market.

SAMUEL W. TROST CO.

Announcement is made that the cigar box manufacturing business in Cincinnati, heretofore conducted under the name of Samuel W. Trost has been incorporated in the name of the Samuel W. Trost Co. and will continue operations at the same address.

MANUFACTURING FIRM DISSOLVES.

Scheirer & Zimmerman, well known cigar manufacturers and wholesale tobacconists in Allentown, Pa., have dissolved partnership. Mr. Scheirer has retired from the firm, but the business will be continued as heretofore, by Geo. W. Zimmerman, at the old address.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

EDWARD T. COLGAN JOSEPH P. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

AARON B. HESS
Packer of and Dealer in
Leaf Tobacco
Force Sweated Tops and Fillers ready for market. Write for prices.
Office and Warehouse: 630-636 N. Prince St.
Lancaster, Pa.
Bell 'Phone, 77-X Independent 'Phone, 1464-A

B. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana
Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

LIMITED STOCKS CAUSE QUIET HAVANA MARKET.

Plenty of Would-be Buyers on Hand, but Scarcity of Leaf and Prohibitory Prices Keep Them Off. Competition in the Country Will Drive Prices Even Higher on the New Crop.

(Special Correspondence of The Tobacco World.)

Havana, March 5, 1906.

Business during the week has been quiet, and while there is still no lack of buyers, the supply of stocks is too limited to admit of any large transactions being made. Although, including the American houses, there is no absolute dearth of tobacco, the prices asked for good, suitable sorts are almost prohibitory for any dealer to take hold of them, unless as some people seem to think, the prices for Remedios 1st capaduras will rule in New York at one dollar per pound, and for clean, aromatic Vuelta Abajo fillers at $1.25 per pound.

If a way could be found for the manufacturers to sell their standard brands of cigars at figures corresponding to the increase in the raw leaf, and for the retailers likewise to induce the public to pay the advance, the future might be rosy enough for the manufacturers, jobbers and retailers.

Otherwise it looks dark and gloomy for everybody who is handling the nicotine leaf, because from all appearances the farmers will obtain high prices for the 1906 crop as long as the tobacco is sound and offers probabilities of continuing so during the process of fermentation.

The competition in the country in Cuba is going to be so keen that prices will be driven up to a considerably higher level than last year, and unless the Northern buyers stay away entirely from the market, the manufacturers will have to prepare themselves to pay the increased cost of the raw material. I have heard it stated that one large American house which is packing extensively in the Santa Clara province, and exporting direct to the United States from here, has fifty buyers all over the different sections of the Remedios growing tobacco fields.

Don Avelino Pazos, who has just returned from a fortnight trip to the Vuelta Abajo, and who has visited every little town and hamlet where tobacco grows, tells me that if the tobacco which is still growing in the fields should be harvested and dries off sufficiently before the rainy season sets in, we may get about 60 per cent of last year's quantity. As far as the quality is concerned, however, not more than half of this would give good, aromatic fillers, and the other half would be of such a light, flimsy character it would be doubtful whether all of it would pass safely through the fermentation process.

While there might be leaves large and thin enough to be suitable for wrappers, the colors will be so spotted that they could not be used for wrapping purposes, and might only answer for binders. Fortunately there is some supply of wrappers of the 1905 crop, and this combined with the supply from the Partido section will at least enable our manufacturers to keep their plants running.

Sales

last week total 2,142 bales, divided into 1,221 bales of Vuelta Abajo, 350 of Partido and 571 bales of Remedios. For the United States 1,617 bales were purchased, and the home manufacturers supplied themselves with 525 bales.

Buyers Come and Go.

Arrivals.—From Boston: L. W. Scott, of L. W. Scott & Co.; from Buffalo: J. Boasberg, of Kaiser & Boasberg; from New York: Ernest Ellinger, of E. Ellinger & Co., and Fernando Alvarez; from Tampa: A. Santaella, of A. Santaella & Co.; from Philadelphia: W. W. Wagner, of J. Wagner & Sons.

Departures.—For London: Gilbert Frankau, F. Wilkie, and Henry D. Knight; for New York: Fernando Alvarez; for Philadelphia: Jacob Labe; for Buffalo: J. Boasberg.

Havana Cigar Manufacturers

particularly the large independent ones, continue to do a very satisfactory business, having no lack of orders from the chief consuming countries.

H. Upmann & Co. shipped 700,000 cigars last week, and their H. Upmann factory is humming with activity. Paul Meyer, one of the chief employes of the house, left last week on a vacation, for Hamburg, Germany.

Partagas.—The strike of the cigarmakers, which I mentioned in my last, has fortunately been terminated, and the cigarmakers went to work to-day. Cifuentes, Fernandez & Co. will not give up the branch which they have established at Santiago de las Vegas, however, as their business has assumed such proportions that the present factory at 160 Industria street is not large enough to turn out sufficient cigars, owing to the increased amount of orders on hand. Don Eustaquio Alonso, one of the junior partners, tells me that they have to make at least 60,000 cigars a day to satisfy the customers of Flor de Tabacos de Partagas y Cia.

Por Larranaga was visited last week by Mr. and Mrs. Longworth, who were royally entertained by Don Antonio J. Rivero, the manager. The bridal couple

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SHIPPERS OF CIGARS and LEAF TOBACCO
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SOL and LUIS MARX

Consulado 91, HAVANA.

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Almacenistas de Tabaco en Rama

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Cable: ONSLEVA. *Habana*

ANTONIO SUAREZ

S en C

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Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

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Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

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P. O. BOX, 595. Cable: "CALDA."

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J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

were shown all over the factory, and expressed themselves delighted with the order and cleanliness that reigned in every department. Por Larranaga is having increased sales all over the United States, owing to the fine quality and excellent workmanship of this famous brand.

Ramon Allones and Cruz Roja is doing exceedingly well, and is working to its utmost capacity. Rabell, Costa, Vales & Co. are continually receiving orders from both hemispheres.

Sol made the first shipment last week of its two new brands, viz. Mercurio (the God of Commerce), to the National Cuba Co., of New York, and the Anti-Trust, to Rinaldo Bros., San Francisco. The latter are sole distributors of the Anti-Trust on the Pacific Coast, although the Anti-Trust brand is also selling in large quantities in Chile and in the Argentine Republic, not alone owing to its name but principally on account of its good quality. Any party who would like to have control of Mercurio for a certain territory should apply to the National Cuba Co. at once . Behrens & Co. are very well satisfied with the workings of their Sol actory.

Eden, owned by Calixto Lopez & Co., is doing as well as ever.

Buying, Selling and Other Notes of Interest.

G. Salomon y Hnos. sold and shipped 700 bales of Remedios and Vuelta Abajo to the United States. Although Don Sol G. Salomon has not yet returned, it seems that Don Jose Gonzalez and Harry G. Salomon are attending to business in a very satisfactory way.

Jacob Labe, of Benjamin Labe & Sons, Philadelphia, who left on Saturday for his home, has been a very careful buyer, and has selected only the finest vegas of Vuelta Abajo and Remedios. Although his purchases were materially curtailed, owing to the scant supply in the market, he managed nevertheless to pick up about 400 bales in all.

Loeb-Nunez Havana Co. sold and shipped 500 bales of Remedios and Partido to the United States.

J. Boasberg has been going over the market carefully securing several hundred bales of different kinds of leaf.

Bruno Diaz & Co. disposed of 200 bales of Vuelta Abajo and Partido.

John Fielding, of Rothschild & Bro., has been seen all over the market, and I understand has made some good sized purchases.

A. M. Calzada & Co. closed out a few small vegas of Vuelta Abajo and Remedios.

Jorge y P. Castaneda have removed their offices and warehouses from Dragones 110 to Edigo street No. 22, corner of Dragones, the palacial building known as "Palacio de Villalba," the floors of which were formerly occupied by the Spanish Casino, and later on by the factory of "Flor de J. S. Murias y Cia.

Joaquin Hedesa is constantly making some sales and reducing his holdings, although he has still some fine caperos (workers) and wrappers, of his own packing, for sale.

Receipts From the Country

	Week Ending Mar. 3 Bales	Since Jan. 1 Bales
Vuelta Abajo	187	3,373
Semi Vuelta	—	102
Partido	145	1,346
Matanzas	95	125
Remedios	74	4,516
Santiago de Cuba	33	89
Total	534	9,551

THREE TRUST COMPANIES MEET.

Stockholder of the Havana Tobacco Co. Asks for Detailed Report.

The American Cigar Co. has issued the following report of its treasurer as of December 31, last:

"The common capital stock has been increased during the last year by the issuance of $25,000 for cash, making the full authorized common stock outstanding $10,000,000. There has also been issued during the year $10,000,000 of six per cent. cumulative preferred stock. This was issued for cash at par. The total outstanding stock is $20,000,000. There has been on change in the four per cent gold notes during the year, the total amount outstanding being $20,000,000.

The net income for the year after all charges and expenses including interest on gold notes, was $1,032,857, against $810,371 in the previous fiscal year. No dividends have been declared or paid and the whole of such income has been added to the surplus."

The stockholders of the American Snuff Co. also met in Jersey City last week and listened to the annual report. The net earnings show an increase of $175,131, bringing the total surplus to $3,252,135. The retiring directors were re-elected with the exception that E. W. Sohmers was elected in place of George D. Wilson.

The report for the year ended December 31 last compares as follows:

	1905.	1904.
Net earnings	$2,633,550	$2,458,419
Dividends. prefd. 6 per cent	720,000	720,000
Balance	$1,913,550	$1,738,419
Dividend com. 10 per cent	1,100,170	1,100,170

Increased net earnings, 1905, $175,131

At the meeting of the Havana Tobacco Co., another branch of the American Tobacco Co., held in Jersey City, a resolution was offered by John T. Fletcher requesting a detailed report of the company's earnings for the information of stockholders. The chairman had no report to submit and the resolution will be voted on later.

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

ROTHSCHILD & BRO
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
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Starr Brothers
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TELEPHONE, "377 JOHN."
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NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
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OFFICE: 183 Water St.
Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, March 5, 1906.

The leaf market has been very active and many out of town manufacturers were here to purchase tobacco thinking they could do better by coming here than by giving the road salesman the order, but in most cases they would have done better to buy in their respective towns.

I notice many leaf salesmen looking for positions who have been let go on account of their firm not having enough of a variety of tobacco on hand to keep them on the road, and many others who have contracts running out this fall expect like treatment. The life of a road leaf salesman these days is indeed an unhappy one.

Penty of Havana tobacco is coming in on every steamer from Cuba but still the prices remain high. For First Capaduras Remedios 72 is being asked while for the Second Capaduras importers are asking 42 cents in bond. The demand for Vuelta for filler purposes has fallen off considerable.

Everyone seems to be wanting Remedios; one importer sold the past week a lot of Remedios, the 1st caps. at 75 cents and 2nd caps. at 50 cents in bond.

I learned of the sale of 100 cases of 1902 Wisconsin at 18 cents m. w., and a lot of fancy 1904 Pennsylvania Broadleaf B's at 20 cents m. w. Packers are asking 20 cents m. w. for the new 1905 Pennsylvania Broadleaf and the chances are that in another 10 days the same packers will want 22 cents m. w. for these goods.

Retailers have been fairly busy and I heard of much improvement in box trade; the weather has been favorable and many retailers had the doors open. Cigar manufacturers are busy and many are advertising for help; the cigar box manufacturers seem to be slow in filling orders.

Lithographers of cigar labels and bands also report business very active.

Of late I have been hearing many complaints regarding the Florodora Tag Co. and only yesterday a party told me that on November 29 he sent a bunch of coupons for redemption to the New York office and up to the present day has not received any word from the company when they would deliver him the article, the coupons call for.

Many of our retailers have bulletins pasted on their show windows offering a 1 pound package of Bull Durham and a solid rubber 50 cent pipe for 60 cents.

There is getting to be a colony of tobacco magnates in the fashionable part of upper Fifth avenue. For some time Benj. N. Duke, treasurer of the A. T. Co., has lived in a handsome mansion almost opposite the National Museum of Art; now two of his associates are preparing to move into the same neighborhood. W. W. Fuller, general counsel of the Company and Robert B. Dula, one of the vice presidents, have just bought the two six-story American basement dwellings at Nos. 1072 and 1073 Fifth avenue, between 88th and 89th streets. It is understood that the price paid was about $300,000 for each house. Mr. Fuller will occupy No. 1072 and Mr. Dula No. 1073. The houses are two blocks south of the Carnegie mansion.

The Board of Health has revived its campaign against violators of the section of the sanitary code forbidding spitting in the theatres and similar public places. The police made many arrests during the week in theatres but most of the prisoners were discharged as the magistrate claimed the management were at fault in not providing cuspidors.

P. L. Reed, of Larus Bros. Co., Richmond, Va., was here on Tuesday and called on the large jobbers in company with Mr. Gill, the firm's local representative. Edgeworth and Qboid are two good sellers here in the smoking tobacco line.

Theo. Beckhardt, Eastern representative for M. Oppenheimer, Pearl street leaf merchant, has just returned from a successful trip; Mr. Beckhardt is well liked by his customers who never fail to reserve some sort of an order for him, and he does not find it necessary to send them advance post cards to get this business.

Eddie Macaffil, leaf dealer of 125 Maiden Lane, is lying very sick in his appartments a the Hotel Endicott here, suffering from a complication of diseases.

Maurie Gershl, of L. Gershl & Bro., has been spending the week in their packing house in Hartford. This firm is a large holder of the very finest Broadleaf of the new crop.

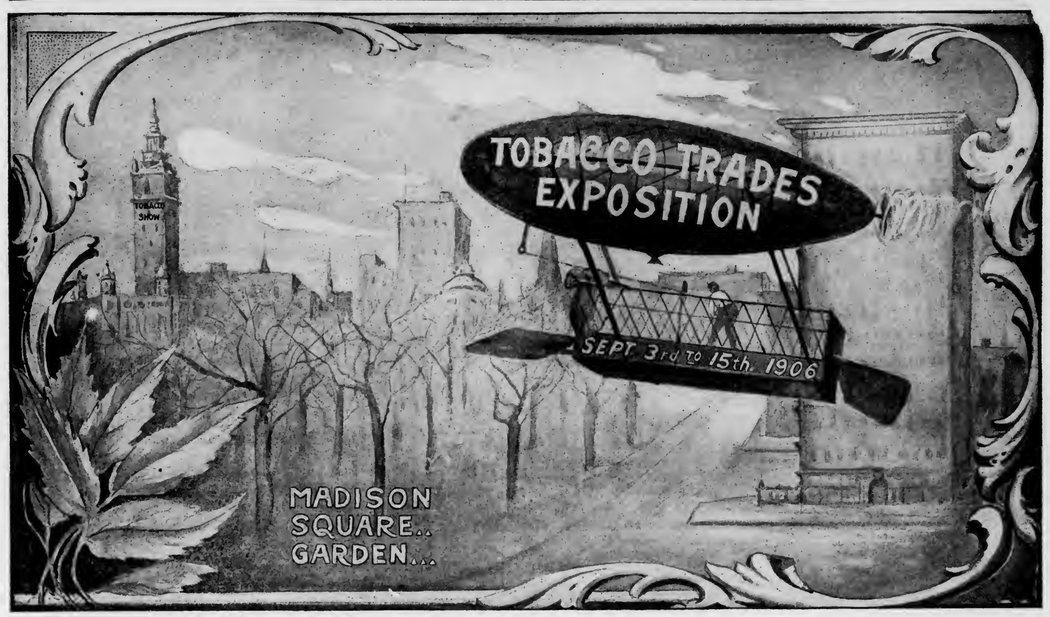
Charlie Salomon, of the De Florida Tobacco Co., is at present in Ohio purchasing as much leaf as he can, suitable for his many customers in Pennsylvania.

Among the many out of town cigar manufacturers who were visiting Gotham this week were: John G. Schell, Somerville, N. J.; Julius Laske, New Haven, Conn.; Sam Hecht, West Haven, Conn., and J. Schiffer, Danbury, Conn.

The Seventh Annual Ball of the Metropolitan Tobacco Co.'s Employes' Mutual Benefit Society took place last Saturday evening at the Tuxedo and proved a grand success, both socially and financially. The affair was in charge of an Arrangement Committee with Emil Block chairman, and the committee deserves much praise for the manner in which everything was handled.

The grand march to supper was headed by President Cohen and Miss Livingston, followed by more than one hundred couples. M. Schlesinger acted as floor manager in an able manner and was assisted by S. Davis. Dancing was indulged in until the early hours of Sunday morning and all in all everyone present had a good, jolly time.

The officers of the Association are: Joseph Cohen, president; Emil Block, treasurer; H. A. Gould, vice president; M. W. Levy, Recording Secretary; Sam Davis, orator; M. Hildebrand, master of ceremonies; D. Pellettier, organist; L. Pappert, guardian; trustees: S. Clark, F. Dinges and F. Sulzbacher; honorary president, A. D. Bendheim.



MUCH is said of the virtue of publicity. The Tobacco Trades Exposition Co. believes in printer's ink. *The Tobacco Trades Exposition will be the Most Widely Advertised Exposition Ever Held in New York City.* Diagrams, rules and regulations of Exposition mailed upon request.
Executive Office, Flatiron Building, New York. Telephone, 250 Gramercy.

Myer Foster, of M. Foster & Co., manufacturers of the well known Banquet Hall Boquet cigars and formerly of the firm of Foster, Hilson & Co., deid Wednesday from gas asphyxiation at his summer home at Rockaway. Mr. Foster is said to have been worth over $400,000.

Ed. Scott, the uptown cigar manufacturer, has returned from his trip through the coal regions and although the talk of the coal strike is handicapping business to a great extent that did not prevent him from taking a bunch of orders.

The Allen Tobacco Co. is very busy at present; Telonettes on account of a deal for this month only of 10 per cent free of Allenettes, have taken another spurt. Mr. Allen was in Philadelphia this week.

The American Tobacco Co. is now placing with the trade a new 10 cent package of little cigars called the Buck, siimlar goods to Cuban Dainties.

A. Lesser, cigar box manufacturer, 629 to 633 East Sixteenth street, reports business as good; he says cigar box lumber like Havana tobacco is steadily increasing in price, and sooner or later the cigar box manufacturers will be compelled to raise their prices accordingly.

M. Seadron & Son, manufacturers of William the Silent clear Havana cigars, have just purchased the cigar store located at 2554 Eighth avenue near 136th street, and will operate same in connection with their three other stores.

It is now an assured fact that the United has leased the Sacqui store on Lenox avenue, one door north of 116th street, as stated exclusively in last week's Tobacco World, and Mr. Sacqui will be forced to vacate. There is to be built directly opposite, a new theatre and so this store will probably be a winner for the United Co.

GOSSIP FROM THE WINDY CITY.

Big Delegation Will Attend the National Leaf Convention

Chicago, March 9.

In the death of F. Montoya, which occurred on March 3, Chicago loses a good citizen and the leaf trade one of its most active and honored members. Mr. Montoya was the head of the leaf tobacco firm of F. Montoya & Co., 94 Franklin street. He was born in Cuba March 9, 1857, and came to this country something over thirty years ago. Twelve years ago he entered the leaf tobacco business and his firm is regarded as one of the best here. His judgment of tobacco was well nigh infallible, and in all his relations, both business and social, his standing was high.

The Chicago Leaf Tobacco Association held a meeting the day following the death of Mr. Montoya and passed appropriate resolutions of sorrow and regret over his death.

On Tuesday, the Chicago Leaf Tobacco Association held a meeting and elected the following officers for the ensuing year: President, William Taussig, of Taussig & Company; vice president, G. H. Mack, of Mack & Company; second vice president, E. Wedeles, of Wedeles Bros.; Samuel Sternfeld, treasurer, and Jonas Brown, secretary. Two delegates were also elected to represent the association at the coming meeting

(Concluded on page 16.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

EDEN CIGAR FACTORY
of
BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.
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PHILADELPHIA, MARCH 14, 1906.

TRUSTS MUST PRODUCE THEIR BOOKS

The eagerly awaited ruling on the compelling of testimony in trust prosecutions has been made, and the Supreme Court has decided that the corporations cannot hide behind their books. Whether this will bring matters to an early climax is a question, but so it is hoped and believed by those who favor the independent cause, and there is general rejoicing.

When the officer of the MacAndrew Forbes Co., arraigned some months ago, calmly refused to answer questions put to him while on the stand, or to bring into court any documents or figures concerning the business of his company, the prosecution found itself up against a stone wall. Fining Hale, the official in question, $5 for contempt of court brought the desired testimony no nearer and the investigations against the tobacco trust were forced to a standstill until this important matter could be settled.

Hale took the point that he was not compelled to give testimony that might tend to incriminate him, that the law demands of no man that he convict himself out of his own mouth.

Justice Brown, of the Supreme Court, in writing his opinion, granted this contention, but declared that it was not pertinent to the case in question for the reason that the law stipulatess that a witness testifying under such circumstances cannot personally be held liable for what his testimony may bring forth concerning his own character. In other words, he can convict his trust, and himself remain legally innocent.

The laws governing the point are designed to procure evidence tending toward the smashing of illegal corporations, and it goes without saying, that such evidence must come largely from the inside. It would never be secured, if every man connected with it, regardless of the degree of his guilt or innocence, knowledge or participation, were ordered to walk into open court with a rope around his neck.

It is an annoying thing to have to make public the private books of one's business, no matter how fair and square those books may be, and it is to be presumed that none of the trusts is particularly elated at this arbitrary ruling. The next movement in the cases against the tobacco trust is watched for with the keenest interest.

THE UNION FOREVER!

Great is unionism! The union man is becoming the salt of the earth, his walking delegate a prince and master among men. The union card is the emblem of divine right, sans which no being who works with his hands can aspire to manhood. So much for the quick: now for the dead.

In Chicago, hotbed of organized labor, there will soon be a "union" cemetery. Here none but the Faithful will repose. No matter how restless his soul, the clay of no scab will poison this sacred sod.

The joint cigarmakers' unions have appropriated $15,000 to make this cemetery possible, and in a month or two a plot of ground large enough for five thousand mounds will be reserved to the cause.

It is good that this should be so, for it is fitting that a man shall remain in death what he has been in life. Suppose, though—midst the awful chaos of the last moment of time, when the resistless reveille of Gabriel resounds through the anxious earth—suppose some poor, crumbled mortality has mislaid his union card.

Be the new primary law strictly enforced, the campaign cigar in Illinois is doomed. Alas for such a death! From its birth in the early era of diplomatic politics, the campaign cigar has held its brave own as the most completely noncombustible substance known. What shall take its place?

This ugly, monstrous law makes it a felony to receive cigars from candidates. Should the voter solicit, request, demand or receive one, directly or indirectly he will be guilty of the "infamous crime of bribery." The penalty for the first offense is disenfranchisement for not less than five years and not more than fifteen, together with imprisonment. A second offense means lifelong disgrace.

Who will dare such persecution to preserve even so noble an institution, the campaign cigar?

—On page seven of this issue will be found an important illustrated comparison, of the methods of encasing cigars most in use. This has been carefully prepared by the Racine Paper Goods Co., of Racine, Wis., and will no doubt prove of practical value to manufacturers and others in the trade.

CORPORATION CAN'T WITHHOLD ITS BOOKS AND PAPERS.

Supreme Court Has Decided Against Tobacco Trust in the Case Against Official Who Refused to Answer Questions or Produce any Contracts, Correspondence, etc. Ruling of Highest Importance.

Washington, D. C., March 12.

By the ruling of the Supreme Court regarding the compelling of testimony, in the cases brought against the tobacco trust for investigation, a momentous decision has been rendered which will have a tremendous influence on the chances for success of future anti-trust proceedings in general.

While an individual witness is still not forced to incriminate himself, he cannot withhold testimony concerning the corporation with which he is connected. Books, papers, contracts and secret agreements must be produced before the bar when called for, whatever the effect upon the trust, its business or its officers.

This decision is the eagerly awaited one in the cases brought against the tobacco combination in New York, and hinged specifically on the refusal of Hale, an officer of one of the companies comprising the trust, when summoned before a Grand Jury in the Southern district of New York, to produce books, papers, contracts and correspondence between the MacAndrew-Forbes Company and the other companies of the trust.

The case was taken before the Supreme Court and decided adversely to the trust by seven to two, the dissenting justices being Chief Justice Fuller and Justice Brewer. The opinion was written by Justice Brown.

Hale refused to produce the books and papers and to answer questions about what was in them on two grounds. First, because there was no specific charge against anybody before the Grand Jury; second, because his answers might tend to incriminate him. He gave his name and the office he held in his company, and then refused to answer any further questions. He was committed for contempt and got a writ of habeas corpus, which was subsequently discharged. He was remanded, and appealed.

Justice Brown first takes up his claim that there was no specific charge. He fails to find any precedent for the contention that a Grand Jury cannot proceed without a written and formal accusation. The ancient oath administered to foremen of Grand Juries, which is substantially unchanged to the present day, charged him to inquire into things given into his charge, "and of all other matters and things as shall come to your own knowledge."

The authorities, the Court finds, are to the effect that grand juries can act upon information received by them from the examination of witnesses without any formal indictment or other charge. They may, says Justice Brown, "proceed either upon their own knowledge or upon the examination of witnesses, to inquire for themselves whether a crime cognizable by the Court has been committed."

The appellant, Hale, invoked the Fifth Amendment to the Constitution, which provides that no man in a criminal prosecution shall be forced to be a witness against himself. As to this, Justice Brown points out that the immunity act passed in 1903 provides that no person shall be prosecuted or be subject to any penalty or forfeiture on account of anything which he may testify about in anti-trust proceeding.

The contention of the appellant is that while this law may protect individual witnesses, it will not protect the corporation of which the appellant is agent and representative.

"This is true," says Justice Brown, "but the answer is that it was not designed to do so. The right of a person under the Fifth Amendment to refuse to incriminate himself is purely a personal privilege of the witnesses. It was never intended to permit him to plead the fact that some other person might be incriminated by his testimony, even though he were the agent of such person. If he cannot set up the privilege of a third person, he certainly cannot set up the privilege of a corporation. As the combinations or conspiracies provided against by the Sherman anti-trust act can ordinarily be proved only by the testimony of parties thereto, in the person of their agents or employes, the privileges claimed would practically invalidate the whole act of Congress. Of what use would it be for the Legislature to declare these combinations unlawful, if the judicial power may close the door of access to every available source of information upon the subject?"

"The defense," he says further on, "amounts to this: That an officer of a corporation which is charged with criminal violation of the statute may plead the criminality of such corporations as a refusal to produce its books. To state this proposition is to answer it."

An Assistant Attorney General who has followed the case closely said that the decision was of tremendous value to the Government in prosecutions of the trusts.

"If the Court had decided otherwise," he said, "it would have been practically impossible to proceed farther with the trust prosecutions, and the cases now under way would have been brought to a stop. The mouth of every one connected with a corporation doing interstate business would have been closed. The Government would have been absolutely paralyzed. But with this decision in our favor we can go ahead. I believe, for one thing, that today's utterance by the Supreme Court has cut the ground from under the Beef Trust."

PHILA LEAF BOARD OF TRADE ELECTS.

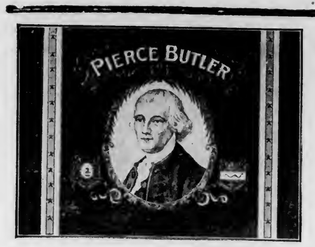
The Philadelphia Leaf Tobacco Board of Trade held its annual meeting yesterday at the Harrison and elected the following officers to serve for the ensuing year: President, Morris Rosenberg; vice president, George W. Bremer, Jr.; Secretary, J. S. Batroff; treasurer, W. H. Dohan. With the exception of Mr. Rosenberg, these were reelections, the new president being chosen to succeed John R. Young, retiring. Resolutions were adopted extending to Mr. Young the thanks of the Board for his faithful and efficient administration and for the interest he has taken in the National work.

The following were elected delegates to the national covention at Dayton, O., which opens on May 7: John R. Young, E. A. Calves, Milton Herald, H. W. Bremer and J. S. Batroff. The board of directors is composed of H. W. Bremer, J. R. Young, Harry Hirschberg, George Burghard and Felix Eckerson. It was decided to hold another banquet in the near future and a committee was appointed to see about arrangements for it, consisting of E. A. Calves, Harry Hircshberg and Felix Eckerson. The following resolutions were also adopted:

Whereas. The Philadelphia Leaf Tobacco Board of Trade recognizes the injury that would result to our entire industry should the bill now before Congress, reducing the duties on Philippine products, become a law, Therefore be it

Resolved: That the thanks of this Board are due and are hereby tendered to Mr. A. Bijur, President of the National Cigar Leaf Tobacco Association, for his able efforts in conducting the campaign of opposition to the passage of said bill, and be it further

Resolved: That the Board pledge to President Bijur and the Legislative Committee of the National Association its moral and material support in any further efforts to prevent the enactment of this or any other legislation inimical to the interests of the tobacco industry.

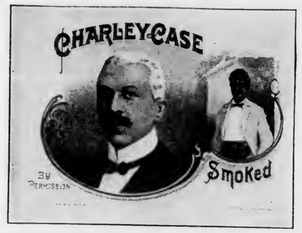


W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.



Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

Philadelphia Tobacco Trade.

The retailers complain of a dull week with absolutely no snap to the movement of goods. The old habit of blaming it on the weather can once more be indulged in, as there have been several days of typical March bluster. On this account, the retailers are not buying very freely from the jobbers and all hands await the arrival of more favorable conditions.

While some local leaf firms are well enough supplied with stock to have no fear of the future, others are forced to remain practically idle on account of having so little to sell. It is a very hard situation, and the dealer without sufficient capital to command the best terms to be had in the market, is likely to be up against it. There is no sense in buying leaf at a price which will not allow a profit for the handling of it, and some dealers are obliged to do this or go without.

The manufacturers continue as busy as they care to be. Some of them are not as keen after new trade as usual, owing to the difficulty of taking care of it, and only those who have plenty of leaf ahead are promising all the orders that come. The scrap situation is of great interest to all who have cuttings, everyone being determined to make hay while the sun shines.

A new factory is being built at Trumbauersville, Pa., which will be occupied by Otto Eisenlohr & Bros. for the manufacture of their famous brand.

The Moore store at Second and Market streets, in recognition of the great

(Concluded on page 18.)

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
York, Pa.

☞ Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

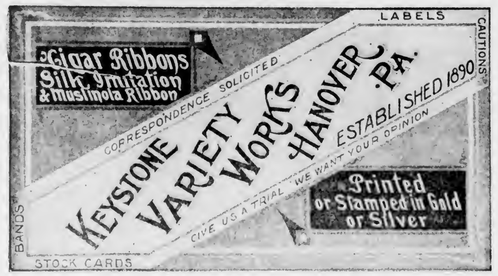
LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

OUR CHICAGO LETTER.

(Concluded from page 13.)

of the National Leaf Tobacco Association. President Taussig, who is a director in the National association, will, of course, attend the meeting also, besides other leaf men from Chicago who may care to go.

The Dearborn and Quincy street branch of the United Cigar Stores Company has on display in its corner window a pipe made of the genuine African calabash. The stem is of ordinary hard rubber, attached to the curved bowl of the pipe in the regular way by a silver band. The top also is bound with a silver band. The bowl, which is shaped like an inverted cone, has the bottom part bent, terminating in a stem which connects with the rubber mouthpiece as above described. The bowl is made of calabash. In color it is light yellow. The pipe is somewhat larger than the average pipe and will probably hold about twice as much tobacco. It is very light and looks top-heavy, an effect which is, however, mitigated by its lightness. The pipe is not for sale and is said to be exhibited in America for the first time.

The passage of the thousand dollar license ordinance by the Chicago City Council last Monday night will have some effect on the cigar trade, because it will force some of the weaker saloons out of business and cut off the outlet in part for certain brands of "ropes" customarily sold by the cheap saloons.

While few are weeping much over this part of the prospect, there is another feature which may arise and which will be interesting, but not serious. The brewers in very many cases hold the leases of the small saloons. If the saloonkeeper goes out of business, the brewer in each case will have the lease thrown back on his hands. Where one man has failed as a result of not being able to pay the thousand dollar license, it will be difficult to find another man who is willing to take the chance. In many cases it is thought that the brewers will have to rent these places to men in other lines of business. It has occurred to some that this condition of things may afford an opportunity to men wanting to try their hands in the cigar business and that many new cigar stores may thus result from the $1,000 liquor license. There are always men who believe that because Breitung or Diffley or Dolan or Monroe or any one of a dozen others have made a distinct success of the cigar business, it must be a good thing and that they too can buy a stock, open a store and then sit behind the counter and count the money as it comes rolling in.

"I discourage this idea," said a successful cigar man, the other day. "No man can go into the business without experience and expect to make a success of it. It requires knowledge of brands, what stock to buy and how much, what to let alone, methods of selling, prices, profits, and a score of things that a man must learn from experience. When a man comes to me and says that he knows a good cigar when he smokes it and that he thinks he is therefore qualified to make a success of the cigar business, I advise him to keep his money and let the cigar business alone. If he does not, it is a cinch that he and his money will be the prey of every man who has something to sell and whose especial brand is 'something no cigar man can do business without.'"

Trade-Mark Register.

JAXON. 15,070.
For stogies. Registered March 6, 1906, at 1 p. m., by the Tracy & Avery Co., Mansfield, Ohio.

LA RUSS. 15,071.
For cigars. Registered March 6, 1906, at 1 p. m., by C. L. Boak, Harrisburg, Pa.

CAMP CURTIN. 15,072.
For cigars. Registered March 6, 1906, a 1 p. m., by C. L. Boak, Harrisburg, Pa.

PENNSYLVANIA RESERVES. 15,073.
For cigars. Registered March 8, 1906, at 8 a. m., by Charles S. Peiffer, Stouchsburg, Pa.

GREAT BELCHER. 15,074.
For cigars and tobacco. Registered March 9, 1906, at 4 p. m., by H. Z. Kulp, Lederachville, Pa.

EL HARID. 15,076.
For cigars. Registered March 13, 1906, at 8 a m., by H. Steinberg, Philadelphia.

ROYAL PICADURO. 15,077.
For cigarettes, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m., by Joseph Abrahams, New York City.

EMPIRE PICADURO. 15,078.
For cigarettes, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m., by Joseph Abrahams, New York City.

VICTOR PICADURO. 15,079.
For cigarettes, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m., by Joseph Abrahams, New York City.

BOSTON SMOKERS. 15,080
For cigars, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m., by Dietz Bros., Hellam, Pa.

U. S. SMOKERS. 15,081.
For cigars, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m., by Dietz Bros., Hellam, Pa.

MERCHANTMAN. 15,082.
For cigars. Registered March 13, 1906, at 3 p. m., by John A. Schmidt, Cincinnati, Ohio.

CAN TELL. 15,083.
For cigars and stogies. Registered March 13, 1906, at 8 a. m., by C. R. Albright, Coatesville, Pa.

REJECTED.

Rialta, Kara, Banola, Portorica Smokers, Havana Smokers.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

REGISTER YOUR TRADE MARKS
in
The Tobacco World Registry Department.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.
DIRECTIONS

Add one part of Keeler's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., give the best results.

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants

New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

THE TOBACCO WORLD
One Dollar per Year
Is it worth while to do without it?

(Concluded from page 15.)

demand for cigar bands, is giving away 25 assorted bands with each purchase of twenty-five cents worth. The offer has proved very attractive.

Godfrey S. Mahn, Chestnut street retailer, has returned from Cuba, where he had a look at the tobacco fields without becoming very enthusiastic.

Henry Mullineaux,, formerly a salesman for the grocery firm of Showell & Fryer, has accepted a similar position with Le Compte, Dusel & Goodloe, Chestnut street jobbers.

H. Hilbronner, of Hilbronner & Jacobs, is traveling in the West for the house, and is sending in all the orders the factories can take care of.

Le Roy Valentine, of A. S. Valentine & Son, has recovered from his illness and is back on deck. The firm is reported to be very busy.

John N. Kolb will sail for Amsterdam this week to buy Sumatra for the Theobald & Oppenheimer Co.

Charles Sterner, retailer at 411 Market street, has removed to more comodious quarters at 916 Arch street.

Evans, the druggist, is getting to be a most radical cutter on cigars. He advertises conspicuously in the daily newspapers, offering well known brands of cigars at prices which are impossible to a legitimate retailer. For instance, the El Principe de Gales, 15 cent size, is offered at 10 cents, with a corresponding reduction on the other sizes, Hoffman House Bouquet at 5 cents, Robert Burns at 6 cents, and so on through the stock. A special price is also given on box trade.

Jacob Labe, of B. Labe & Sons, has returned from a several weeks' trip to Havana where he made considerable purchases of tobacco for his firm, of which about 200 bales came up on the steamer Monterey, with more to follow. This house has also just received 50 bales of old Sumatra tobacco of desirable marks, which are now offered the trade. Mr. Labe is preparing for a trip to Amsterdam, where he will join his father, and attend some of the Sumatra inscriptions.

J. E. Hertgen, general manager of the Lititz Lithographing Co., Lititz, Pa., was a recent visitor in the Quaker City.

ANOTHER BLOW AT THE CIGARETTE

An anti-cigarette mass meeting is to be held in New York city the first week in April. Women are endeavoring to aim a mortal blow at the cigarette fiend, and men are aiding them. Clergymen from Philadelphia, high officials of the New York juvenile court and distinguished persons from many places will co-operate to make the meeting successful. "What cigarettes do to young boys physically, mentally and morally" will be an important topic for consideration. The fight against the boy cigarette habit is to be made national.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

PUBLIC SALE—Will be sold Saturday, March 24, 1906, at 2 o'clock, P. M., at the salesroom of W. S. Rhoads, Auctioneer, No. 18 North Hanover street, Pottstown, Pa., the five-story stone and brick factory building lately occupied by Shively, Miller & Co.; cigar manufacturers. Dimensions, 38 x 145 feet. The building is modern, erected in 1902, exceptionally strong, and suitable for any industrial manufacturing purpose.

For further information apply to the auctioneer or W. P. Young, Atty. 3-14-h

FOR SALE at Half the Original Cost—Progress, Perfecto, Keystone, Eclipse and other makes of Bunching Machines; 1100 25-section Subrosa shape all-tobacco cigarette molds, and 1800 25-section No. 9696 all-tobacco cigarette molds, almost new, cost $1.25, price 50 cents; thousands of 20-section molds at 35 cents. Address WINGET MFG. CO., York, Pa. 2-14-r

CIGAR SALESMAN who is at present working the local trade wanted by a Philadelphia house, to sell a popular and advertised cigar. Good money for the right man. Letter of application must have full particulars, and will be treated in confidence. Address HIGH GRADE, Box 63, care of The Tobacco World. 3-7-h

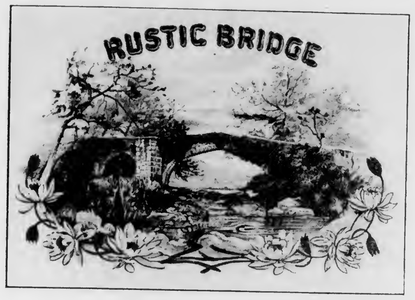
EXPERIENCED SALESMAN, well acquainted with the cigar trade in New York City and New York State, desires position with representative manufacturing house. Address EXPERIENCE, Box 65, care of Tobacco World, Phila.

WANTED—Every cigar manufacturer to know that I am selling the Very Finest Light First Length Sumatra in the market at **$3.20** per pound. Sold in lots of one pound or more. J. H. SPERA, Ephrata, Pa. 3-7-a

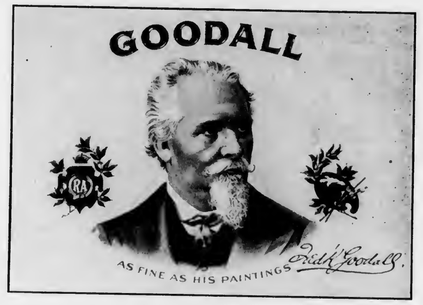
LARGE BUILDING, suitable for cigar manufacturing, for rent at Quakertown, Pa. Seating capacity for 200 cigarmakers. Address A. B. C., care of The Tobacco World, Phila. 3-7-h

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

The Red Devil
always pays
highest price for
First-class
Cuttings and Strips
Send sample
The Red Devil
Cincinnati, Ohio

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Cable Address: "BUCKY" Arnold's Code No. 5
J. M. BUCKNER, JR., & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
917-921 W. Jefferson St., Louisville, Ky.
Dealers in Cigar Fillers, Binders and Wrappers
Manufacturers of AFRICAN and BLACK FAT TOBACCO for export
Packed in Hogsheads and Cases
Correspondence solicited Samples sent on approval

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

LANCASTER'S FEB'Y OUTPUT BIG.

61,440,550 Beats Records for Many Years Back.

Lancaster, Pa., March 12.

An occasional sale of old goods is heard of nowadays; recently Sondheimer & Smith sold out their entire holding of 1904 goods, which it is believed practically cleans up the market. Sales of 1905 crops are now beginning to be common talk, in most cases only the filler leaf as yet being offered.

Already farmers are beginning to talk about the acreage of 1906, and present indications point to a general increase.

The revenue returns for February were somewhat of a surprise to all; the output of 61,440,550 has beaten all February records for many years back, and is over 6,000,000 more than the corresponding month of last year. But there are now some signs of a falling off of business. At Brownstown several of the factories have been shut down for want of orders, and at other places on account of the cost of leaf tobacco. The Akron factories are all running pretty nicely.

J. G. Shirk is now comfortably located in his new warehouse at 19 West Chestnut street, and while everything is not yet quite completed, it is a decided change and vast improvement over their previous accommodations. When all is finished it will be one of the finest wholesale tobacco warehouses in the State.

The Peerless Cigar Factory located at Martindale, has changed hands, C. R. Martin, the former proprietor, having sold out to Albert Sheaffer, of Martindale, and possession has already been taken.

Contrary to the general report and frequent statement in various trade journals and dailies there has been no strike at the Hopeland, Lancaster County, factory of the United Cigar Manufacturers, but simply a close-down, following the announcement that the foreman and other employes could not agree. This action on the part of the company is in conformity with certain plans of their own, which are also affecting other factories they have in this county as well as in the First District. What the ultimate outcome may be cannot be foretold.

TOBACCO SCARCE IN YORK.

Manufacturers are Busy and Eleven Factory Licenses Issued in February.

York, Pa., March 12, 1906.

Most of the leaf salesmen coming here of late have been simply carrying grips and bundles as they have no need of large sample trunks to carry their samples as in the past and help to swell the railroad companies receipts by paying excess baggage.

Ralph Gans, of Gans Bros., New York, manufacturers of the popular William the Fourth clear Havana had fairly good success in town last week.

Meyers & Adams are the largest owners of old tobaccos in the county having about 3,000 cases on hand which they are keeping for their own use.

John Schwartzkopf, with Fisher Bros., & Parker, Hanover, sold a manufacturer in Windsor this week 40 cases of old Connecticut wrappers.

Chas. Salomon, of the De Florida Tobacco Co., New York, sold about 150 cases of cheap Connecticut binders in York County this week.

Bob Uhler is now selling only Sumatra tobacco for H. Duys & Co., New York, having disposed of all Carle's Wisconsin tobacco.

Sam Kaufman, with Wm. Steiner, Sons & Co., lithographers, sold 22 private labels in York County the past two weeks.

There was in the neighborhood of 700 hogsheads of Maryland and Kentucky tobaccos sold for binder purposes in this section in the last few weeks.

The last lot of old Pennsylvania Broadleaf that was in Lancaster, 185 cases, was sold this week by Abe Sondheim.

Barney Livingston, representing K. Straus & Co., Philadelphia, was in Lancaster this week and did a nice business.

Fisher Bros. & Parker, of Hanover, Pa., have sold a packing of 180 boxes Broadleaf in East Petersburg, Pa. Gordon Fisher left recently for Connecticut to inspect his packing there, and on his return will go to Ohio. They received from Ohio last week a carload of fillers and the tobacco was sold in Hanover without unloading same from the cars.

The cigar manufacturers in the vicinity of Holtz, this county, are jubilant over the fact that a rural free delivery route will soon bring mail to their very doors.

Sales of internal revenue stamps at the York office were larger during February, 1906, than in the same period of 1905, by about $15,000. Eleven new cigar factory licenses were also issued during that month.

W. H. Leidy, a salesman with W. H. Raab & Sons, at Dallastown, has just returned from his first trip for that house, and will spend some days at his home in Seigfried, Pa., before starting another trip.

H. L. Sheip, of the H. H. Sheip Mfg. Co., Philadelphia, was a recent visitor in York Co.

J. L. Hankey, with J. C. Heckert & Co., of Dallastown, is home from a Western trip.

E. S. Sechrist, of Dallastown, has moved back to his farm just outside of the borough, but will continue the cigar business as before.

J. E. Detweiler, cigar box manufacturer of Red Lion, severely sprained his ankle some days ago, but with the use of canes he is able to get around fairly well.

J. W. Shindler, of Red Lion, is making excavations for the enlargement of his cigar factory.

W. A. Lahr, is making good progress in his cigar business which is growing so rapidly that he has been forced to seek larger quarters. He has leased the building formerly occupied by Jake Shindler, and will take possession on April 1. He will however, continue his former factories, simply taking this one in addition.

A. T. CO.'S WAREHOUSES DESTROYED BY STORM.

A severe wind swept over Henderson, N. C., leaving a path of destruction 300 feet in width. The American Tobacco Co., which had two plants at Henderson, was the heaviest loser, both plants being destroyed. The buildings were filled with tobacco which is buried under brick and debris.

—An anti-cigarette bill was defeated in the Maryland Legislature on February 19. The next day a second bill, similar to the Tennessee anti-cigarette law, was introduced, which is being actively fought by the Retail Cigar Dealers' Association.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

JAMES ADAIR,
Successor to ADAIR & REIFF,
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
5¢ OLD HICKORY
VIRGINIA DARE
WAXHAW
JACKSON THE GREAT 10¢

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

BUSINESS FINE IN BOSTON.

All Branches of Trade Report Satisfactory Conditions.

Boston, March 11.

Business was exceptionally good this week in both branches of the cigar and tobacco trade. There were two days of storm but they did not interfere with the trade, as in most cases.

The jobbers report that goods are going nicely and that their new goods are being taken hold of by the dealers.

The manufacturers are all working full force and many are making up spring stock. They are all doing plenty of advertising in various ways, their salesman are doing some tall hustling, and, from what I am told, the results are satisfactory.

As for the retailers, the mild weather has been a godsend to them. Their trade have complained time and time again for the past five months about the poor condition of the goods, mostly that they were very dry. Now with the nice mild weather the tobacco and cigars keep better, sell better and smoke better; in short spring means to them satisfactory conditions.

It seems that the period when the United Cigar Stores Co., in Boston, was an experiment is a thing of the past, and is now a good money making proposition as the company is continually securing new locations, some of the best in town.

H. L. Ruth, the N. E. representative of the Allen Tobacco Co., left town for a few weeks, and on his trip will visit the firm's headquarters.

S. Baum, of the Turco-American Co., was here this week and visited the trade in company with Sam. D. Marcuson, the Boston representative. Mr. Baum found quite an improvement here in the sale of the Turco-Americans goods and noticed the effective work of their Mr. Marcuson.

N. Brenner, who was formerly proprietor of several stores, has leased the store, corner of Dover street and Harrison avenue. Mr. Brenner contemplates doing a wholesale and retail business of cigars and tobacco and will no doubt make a success in his new location as his vast experience demands such.

Morris Friedberg, the proprietor of several minature cigar stores, was visited by fire recently in his Washington street store at Roxbury.

Ed. Leader is now calling on the trade here in the interest of the Keystone and B. C. A. cigars, the manufacture of I. Cohen. Mr. Leader formerly represented the Allen Tobacco Co., and J. Whitelaw here. Ed. is an old timer in the business and with the fine goods he is selling he will no doubt make the Keystone a decided hit.

At Sam Kitses, of Tremont street, our enterprising South End retailer, can be seen signs of good business. Sam tells me that since he has taken hold of the place, with his up-to-date ideas he has increased the business ten-fold. He has recently installed in his window a new set of prism shade electric lights and has his window dressed weekly by an expert in that line. In the way of cigars his main features are the Kitses Clear Havana Smoker, retailing at 7 cents, 4 for 25, Kitses Best V, and Kitses 10, retailing at 3 for 25 cents. As for cigarettes Menashi are a favorite with his many customers.

Epstein's Drug Store is featuring this week the Hoffman House Bouquet cigar at 5½ cents each. Charles Holmes, the manager of the cigar department, is a very close buyer and it enables him to sell goods at such cut prices.

Mr. Holmes is very desirous of making a suggestion to the committee of the Tobacco Exposition that they ought to devise some ways and means whereby the dealers, buyers and managers could visit the Exposition at a special reduced rate, and I guess there are a great many who feel the same way about it.

H. E. Lombard, who was recently forced to give up his location to make room for an up-to-date structure, will occupy a store in the new building near his old store.

Morris Dankner, a popular Hanover street sub-jobber, is taking advantage of the different deals the various cigarette manufacturers offer, and his store is just chock full of different brands of 5, 10, and 15 cent cigarettes.

Seidenberg's After Dinner cigar, a large size perfecto, retailing at 4 for 25 cents, the product of I. Lewis & Co., can be seen displayed in the window of T. Rosenbaum, of Federal street. Teddy Rosenbaum has always had the reputation of carrying high grade goods and he sells same at moderate prices, as he has a fine class of trade that demands good goods. The T. R. firm has placed a large order for cigar cutters and lighters of the Brunhoff Mfg. Co., advertising the famous Rosewin a seed and Havana piece of goods.

Alderman Cauley, the Charlestown member of the Boston Board of Aldermen, conducts a nice little cigar store on School street near the City Hall. So far as can be judged he sells good cigars at a reasonable price.

The United Cigar Stores Co. have been selling the Continental a supposed 10 cent cigar, for 6 cents.

M. C. A. 10 cent cigar is being vigorously pushed by the retail trade, with the aid of their city salesman Mr. Taylor. This cigar has increased in sale daily in spite of the recent advance of $5 per thousand. Their Black Hen is being extensively advertised on the jobbers' wagons and with inlaid pearl signs.

ALFO.

NEW FACTORY in TRUMBAUERSVILLE

Trumbauersville, Pa., is soon to have a fine large new cigar factory, which will be erected by an improvement company composed of J. W. Reiter and eight other well known gentlemen. When finished it will be occupied by O. Eisenlohr & Bros., of Philadelphia.

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT
A FULL HAVANA
FIVE-CENT CIGAR

Medal Awarded for Quality and Workmanship—St. Louis, 1904

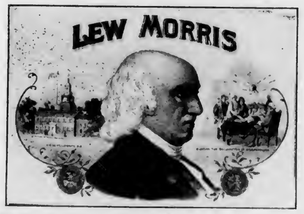
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WHEN QUALITY COUNTS



5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
Minneapolis, Minn.
Fine Union-Made Goods a Specialty.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

the discount that would have gone to the jobber if he had handled the order, the retailer is going to do business that way whether the jobber likes it or not.

Naturally, where the manufacturer is able to get his goods to a hundred or more retailers through one jobber, many of those retailers being credit customers, he will stick to the jobber. This jobber is likely to know accurately how big a bill it is safe to let John Jones have and on how much time, and he gets along with a minimum of loss, and is a boon to the manufacturer.

But by no means all retailers are in that class, and many would not deal with the jobber at all, if it were not for the time saved in securing a varied bill of goods. I am not speaking of the tobacco or any other trade particularly but the statement may be applied to any trade, and easily to that of cigars and tobacco, to which witness the extremely large number of concerns that call themselves sub-jobbers and are really retailers reaching out toward that jobber's discount.

What then, does the trust-controlled jobber's contemplation of that big list of customers among the retailers amount to? They are bound to him by no ties that may not be broken on the instant. He can gain their continued allegiance in an emergency only by inducements which would mean too great a sacrifice for him to consider.

He is in the position of a man standing on a terribly shaky pedestal, and with a rope around his neck attached to a support above. That support is the trust, the pedestal the retailers. Even if the rope is not drawn tight first, the pedestal may at any moment refuse further support and the man drop into strangulation.

That is the menacing picture which the independent match manufacturers want the jobbers' associations to try to bring before their mind's eye before they break with the independents. The picture may be a true prophet, and the jobbers will certainly do well to think things over a bit before they irretrievably commit themselves.

THE OLD SALESMAN.

WISCONSIN TOBACCO MARKET.

Edgerton, Wis., March 9.

The receiving of the crop has now got so far along that the coming week will see nearly all the purchases made during the early fall delivered and the grower in possession of the proceeds of his tobacco. Seldom if ever before was the crop out of the hands of the farmers in this State at so early a date, and it is to the credit of the packers that they have so promptly responded to the pressure of growers for early delivery, even to their great inconvenience and expense. There are plenty of storehouses yet filled to the roof with bundle leaf that will require some weeks to assort. But with the howl of the farmers appeased, this work can be done more leisurely.

The market is eager for anything of a leaf nature offered for sale, whether new or old tobacco, it is quickly snapped up. Two small local packings of '05 have been disposed of during the week, Madden Bros., 300 cases, sold to Julius Marquisee, and 225 cases put up by C. L. Scofield, at Oregon, to Weil & Culton.

The strenuous condition of the scrap tobacco market is reflected somewhat locally. Every pound of filler or low grade leaf is hunted closely and prices are far beyond anything ever before realized.

Shipments, 400cs.—Tobacco Reporter.

PATENTS RELATING to TOBACCO, Etc.

814,045 Tobacco pipe; Frank M. Holes, Ridgway, Pa.

814,210 Match making machine; Walter R. Hope and G. A. Robinson, Wilmington, Del.

37,872 Design—cigar band; Louis C. Wagner, New York City.

37,873 Design—Cigar band; Louis C. Wagner, New York City.

—During two days last week buyers for different houses purchased in Bourbon County, Ky., an aggregate of 225,000 pounds of tobacco at prices ranging from 8 cents to 10 cents per pound.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 54TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

Le Droit Building, WASHINGTON, D. C.

CORRESPONDENCE SOLICITED.

Recent Incorporations, Etc.

—The Fort Worth Cigar Co. has been incorporated with a capital stock of $5,000, by L. Runnels, J. T. Pitman and C. W. Addington.

—The Shield Cigar Co., of Baltimore, Md., has been incorporated to manufacture cigars, tobacco and cigarettes with a capital of $2,000, by Louis Sachs, Louis Kahn, Israel Merwitz, Benjamin Engel and Milton Dashiell.

—The Estelle Cigar Manufacturing Co., of Dorothy, N. J., has been incorporated to manufacture cigars, etc., with a capital of $2,000, by Fredinand Eschel, Joseph Flanagan, Joseph Crano, John Sobal and Peter Base.

—The Samuel W. Trost Co., of Cincinnati, O., has been incorporated with $50,000 capital to succeed the old firm of Samuel W. Trost, dealer in cigar box lumber and manufacturer of cigar boxes. The incorporators are Samuel W. Trost, Jacob Trost, C. A. Brownbeck, W. J. Trost and D. J. Workum.

Business Changes, Fires, Etc.

California.

Bakersfield.—Minter & Son, fruits, cigars, etc., attached, $470.

District of Columbia.

Washington.—James Sweeney, Jr., cigars, tobacco and periodicals, chattel deed of trust, $700.

Idaho.

Boise.—Russel McKinley, cigars, sold to Brennan & Rodda.

Illinois.

Rock Island.—T. L. Kennedy, cigars, etc., sold out.

Indiana.

Wabash.—T. W. Wildone, cigars and confectionery, sold out.

Warsaw.—Henry Harmon, cigar manufacturer, succeeded by Wm. B. Yost.

Waterloo.—Flack Cigar Co., (not inc.) manufacturers, closing out.

Michigan.

Detroit—C. B. Berger & Son, wholesale leaf tobacco; Robert C. Berger succeeds.

New York.

New York City.—M. W. Mendel & Bro., cigar manufacturers, Mark W. Mendel dead.——A. Walsky, cigars and stationery, fire damage.

Ohio.

Dayton.—Charles F. Marsh, cigars and tobacco, chattel mtge, $700, refiled.

Lima—Charles A. Negelspack, Metropolitan Cigar Co., deed, $450.

Oregon.

Portland.—P. J. Peterson & Co., cigar manufacturers, P. J. Peterson, individually, deed, $6,500.

Pennsylvania.

Harrisburg.—Charles L. Boak, et al, manufacturer and retail cigars, satisfied judgment, $700.

Scranton.—George F. Soden, cigars, etc., deeds real estate, $1,300.

Vermont.

Burlington.—H. M. Dillaway & Son, cigars, succeeded by Dillaway & Piche.

Wisconsin.

Milwaukee.—Schmitt Bros. Tobacco Works, incorporated; authorized capital, $20,000.——Transfer Cigar Co., incorporated; authorized capital, $10,000.

—A. M. Leslie, of Monroeville, Ala., is about ready to put a new cigar factory in operation in Gulfport, Miss. A number of high grade brands will shortly be put on the market.

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.

WEEKLY CAPACITY 20,000 BOXES.

Phone Connection.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia

Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

CARPENTER WORK

SHELVES and FIXTURES a Specialty

Jobbing in all its Branches

JAMES A. ALLEN

Stencils, Metal Checks

All Kinds of

Rubber Stamps, Etc.

244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS

Quaker City Stencil & Stamp W'ks

Incorporated

234 Arch St., PHILADELPHIA, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of

American Tobacco Co.

American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

Blackwell Durham Tobacco Co.

Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

METAL EMBOSSED LABELS METAL PRINTED LABELS

LITHOGRAPHING EMBOSSING

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING SPECIAL DESIGNS

Brilliant as Diamonds,

Fragrant as Roses,

Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.

"S. B." Half Havana, ... 5c.

"S. B." Little Havanas, ... 5c.

"Honest Bee" . . . . . 3c.

"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U. S. A.

Sole Owners and Manufacturers.

HAROLD FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855. Please write for them

Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five Banded

Distributors Wanted Everywhere

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

OUR WHOLESALE AND RETAIL STORE

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of **High Grade Cigars.** No Salesmen. Communicate with Factory.

THE TOBACCO WORLD

Established in 1881. Vol. XXVI., No. 12. | PHILADELPHIA and NEW YORK, MARCH 21, 1906. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
PHILIPP J. KOLB
WILLIAM J. LANAGAN
232 ARCH STREET,
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•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
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Cigar Manufacturers
York, Pa.

Our 1906 Cigar Cutters
AND
New Style Advertising Plates
ARE
THE TALK OF THE TOWN

Walker's DIAMOND Cigar Cutters

Shine in the Finest Cigar Stores Because
They Don't Break Cigars
The Finger Rest and Diamond-Pointed Double Shear Knife Does the Work
Send for Sample before ordering Cutters

Made only by Erie Specialty Co., Erie, Pa.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
Schroeder & Arguimbau
No. 178 Water Street
New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the food you for Vesper CIGAR

LORD LANCASTER, 10c.

Oblinger Bros. & Co. Manufacturers, 615 Market St., Philada.

NICKELBY, 5c.

CHALLENGES COMPARISON.

White Knight 5-cent Cigar MADE BY Morris D. Neumann & Co. PHILADELPHIA, PA.

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

JOSEPH HOLLARD & SONS, Makers of Hollard's Premiers, Franklin Club, Luxury, and NUMEROUS PRIVATE BRANDS. Seal Cigar Factory, 2203 South Street, Philadelphia,

Hollard's

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

A "Good Nickel Cigar" is one that makes a man ask for another of the same brand. Our **RUGBY** is that kind of a cigar. Shall we send you samples?

STEWART, NEWBURGER & CO. Cigar Manufacturers, 29 North 4th St., Philadelphia.

Factories 206 and 212, First Rev. District, Pa.

YOU CAN BUY WEAVER'S ORIGINAL HAVANA SHORTS AT ALL JOBBING HOUSES

SUPERIOR Quality and Workmanship

Vicente Portuonda CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS Made by HENRY HEYMANN'S SONS Sinking Spring, Pa.

Folding Paper Boxes For Packing Cigars .... Cigarettes Clippings Edwards Folding Box Co. 16 & 18 North Fifth Street, 501 & 503 Commerce St., Philada.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

VALUE OF IMPORTED TOBACCO.

Official Valuation of Last Year's Leaf Imports from Other Countries.

Washington, D. C., March 16.

A table showing the respective value of imports of tobacco by countries during last year is printed in the department of agriculture's March Crop Reporter just published, together with information classifying the leaf brought to the United States from the various tobacco-raising countries

The large amount of tobacco consigned from the Netherlands is, of course, not raised in that country, but is raised in the Dutch East Indies, principally Sumatra. Much of the other imported tobacco is not consigned directly to this country from the country of growth, as, for instance, the tobacco consigned from Egypt, from Hong-Kong, the United Kingdom, Germany, etc.

The accompanying table of imports exhibits the average import value of tobacco consigned from each country, these averages being obtained by dividing the value column by the quantity column.

It is required by law that the valuation of imported tobacco (as well as other imported articles) shall be the actual market value or wholesale price of the tobacco as bought and sold in usual wholesale quantities at the time of exportation to the United States in the principal markets of the country whence exported, including the costs of placing the tobacco in condition ready for shipment to the United States.

It will be noticed that the wrapper tobaccos of the higher values come from Cuba, with a subordinate quantity from Turkey, and that the tobaccos of higher values in the class of "filler and other leaf tobacco" come from Cuba, European Turkey, and British West Indies. The value per pound of the tobacco received from Porto Rico during the fiscal year 1904 was $0.193; the Philippines Islands, during 1905, $0.329 for wrapper and $0.179 for filler; and the Netherlands (Sumatra tobacco), during 1905, $0.743 for wrapper and $0.143 for filler.

It was ascertained some time ago that when the highest wholesale price of Sumatra wrapper tobacco was about $4.50 per pound in New York, including duty, the price for the similar sort of Cuban tobacco was $8.

Imports of tobacco, year ending June 30, 1905:

Wrapper Leaf.	Quantity. Pounds.	Value. Dollars.
Netherlands	6,764,861	5,023,434
Canada	145,093	113,382
Cuba	43,166	78,185
Germany	87,852	35,372
United Kingdom	61,876	8,986
Turkey, European	2,297	7,941
Mexico	2,272	1,897
Other countries	2,178	835
Total	7,109,595	5,270,032

All Other Leaf.	Pounds.	Dollars.
Cuba	21,430,283	10,747,778
Turkey, European	1,576,349	758,602
Germany	1,188,910	544,396
Turkey, Asiatic	756,917	277,964
Canada	706,115	276,752
United Kingdom	113,634	61,092
Mexico	105,385	32,987
Austria-Hungary	69,317	28,425
Greece	45,362	11,577
Hongkong	61,378	10,673
Belgium	36,940	4,946
British S. Africa	14,031	2,787
Egypt	4,672	2,052
France	11,475	1,864
Netherlands	10,247	1,471
British W. Indies	2,243	1,402
Brazil	9,048	1,100
Other countries	16,477	2,777
Total	26,178,783	12,768,645

GOVERNMENT REPORT ON CUBAN TOBACCO CROP DAMAGE.

Carefully Gathered Account of Injury to Growing Crop by Torrential Rains During December and January. Last Month May Have Made Some Difference, But Damage Serious.

Washington, D. C., March 15.

The Crop Reporter, published by the Department of Agriculture, has been issued for March, and contains the gist of a report regarding the damage to the Cuban tobacco crop, made under the direction of Jacob Sleeper, Charge d' Affaires at Havana, and forwarded by him to Washington.

This report was compiled about a month ago, and may be somewhat modified now, but no effort was spared by the legation to make the report as accurate as possible. Statements were obtained from the Cuban Department of Agriculture, and from the leading planters and manufacturers of cigars in the island, and interviews were held with business men whose commercial relations would give them the best information on the subject treated.

The report states that the torrential rains of the last weeks of December and the first days of January spread great distress throughout the finest tobacco regions of Cuba, which lie in Pinar del Rio (Vuelta Abajo), Havana Provinces (Tempadero-Partido), and Santa Clara (Remedios). The past history of the tobacco growing industry records no such general destruction of the season's tobacco crop. Leading planters stated that not more than from 30 to 35 per cent of the regular harvest will be reaped in the "vegas," and that the quality of the leaf that can then be placed on the market will, in all probability, be very deficient.

Basing the estimate on the crop of last year or the average crop, the province of Pinar del Rio, which furnished 57 per cent of last year's yield of tobacco and in which the magnificent leaf of the Vuelta Abajo grows, has suffered a 75 per cent loss. The province of Havana (Tempadero-Partido) contributes a loss of perhaps 50 per cent. As to the shortage in Remedios, the report read more optimistically, although last year's figures for the region will by no means be approximated.

Government advices furnish confirmation to all the reports. Applying these percentages to last year's crop report, which is made on the basis of the number of bales transported by steamship and railway lines to Havana, the tobacco market for the island, it is estimated that the 1906 crop will not yield 160,000 bales; 469,328 bales came to the market during 1905. But the figure quoted for the crop of 1906 must be further somewhat reduced because of the fact that the acreage of this crop is not as great as that of 1905.

How inadequate this supply is to satisfy more than local needs is clearly shown by the statement of Cuba's largest manufacturer and exporter of cigars, who estimates that 100,000 bales are yearly needed by the Havana cigar manufacturers alone.

Appeals to the Government for aid came from all parts of the afflicted districts. The remedy most in favor has taken the form of both direct and indirect aid to the devastated districts. It is proposed to enter upon the immediate execution of a system of public works that will prevent a recurrence of the overflow of the rivers so destructive in some districts, in addition to giving employment to many hands that usually find work in the tobacco fields. It is further suggested that the Government appropriate a sum of money with which seedlings and whatever may prepare the fields for a replanting may be purchased.

The outlook is extremely gloomy, and the scarcity of seedlings blights the last hope of the early recouping of the losses suffered. The first deluge of December seriously affected the tobacco seedlings, which, however, by dint of heroic effort, were saved in many districts. The young plants that had been washed away might have been replaced by new seedlings under favorable weather conditions, which were not present. Unfortunately, the early days of January brought further rains that not only accomplished the complete destruction of the seed beds, but laid a great portion of the tobacco planted level with the ground. Under the most favorable conditions, seedlings cannot be grown in less than from forty to forty-five days. After the seedling has been transplanted, the planter must wait a further period of not less than sixty-five days before the plants are ready for cutting. Therefore, at least one hundred and ten days (calculated from the planting of the seed) is the shortest period in which the mature plant can develop, so the next crop must be counted an almost complete failure.

The shortage in the supply of the tobacco leaf which is now assured will affect prices to a considerable degree. The market already has been strongly influenced, and a corresponding rise in the price of cigars must inevitably follow. The American smoking public will feel the increase in price before the foreigner, owing to the fact that the American consumer prefers the "green" cigar, while the Englishman, German, and Frenchman place a higher value on the "seasoned" cigar. In England and in Germany it is possible, consequently, to keep on hand large stocks of cigars. The American importer prefers a much smaller stock because of the call for the fresh article and because of the fact that he has superior and more numerous advantages for obtaining new supplies of the weed in a short time. Furthermore, the enormous import duty on cigars undoubtedly operates strongly in discouraging the American importer of limited capital from laying in a large stock of cigars.

UNITED IN SEATTLE.

Edward Wise, of New York, and B. B. Rich, of Portland, Ore., both of the United Cigar Stores Co., have been in Seattle, Wash., to close up deals for the installation of branch stores of that company. The United is making a fight against the firm of Mose Gunst, of San Francisco, which handles a large part of the cigars and tobacco sold on the coast.

OPPOSITION TO UNITED

Dealers in Some Western Cities Will Give It a Fight.

The United Cigar Stores Co. is meeting with considerable opposition in some of the Western cities where it is striving to become established, and its progress is likely to be more or less impeded. In Los Angeles the company is in possession of five important sites which were leased at big prices, and the cigar dealers in that city consider the situation so alarming that they have started to form a protective association of retailers which will include druggists who sell tobacco.

Permanent organization will be effected and while it is not the purpose of the association to be the aggressor, it will endeavor fully to protect its interests.

A similar situation exists in Portland, Ore., where something of a cut rate war is predicted in the retail trade.

Since the United Cigar Stores Company firmly ensconced itself in Portland by leasing for ten years the Dekum and Washington buildings, at an annual rental of $60,000, it has been busily engaged securing other locations on the principal streets and arranging other details preliminary to opening for business. The company has already secured four other excellent locations.

Preparing for the increased competition, independent dealers are fortifying themselves by securing new locations or adding attractive features to the stands they already have, and the fight will soon be on in earnest.

BRIGHT LEAF GROWERS MEET.

Assemble at Danville and Vote for Co-Operation.

Danville, Va., March 15.

President J. R. Reagan, of the Pittsylvania County Association, presided over a large gathering in this city this week of tobacco growers from the bright belt as well as the dark sections of the State.

The object of the meeting was to consider the report of the committee sent to the meeting of the Dark Tobacco Growers' Protective Association recently held in Lynchburg. The committee recommended among other things that the association "endorses generally the steam prizing plan of the Dark Tobacco Growers' Association, of Kentucky, Tennessee and Virginia, and rejects the manufacturing plan heretofore adopted by our interstate executive committee, upon the grounds that it is more of speculation than controlling of prices on the raw material, but to extend all manufacturing plants that were started under the auspices of the association, our earnest, moral support."

Moral co-operation with all tobacco growers' associations was also recommended, and the report unanimously adopted.

At the conclusion of the county meeting the State association convened and addresses were made by W. B. Keesee, of Halifax; Senator Thomas, of Lynchburg; Dr. Evans, of Campell; Mayor Wooding and President Samuel Adams, of the Interstate Association.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECT D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

Established 1826
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana AND Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF TOBACCO
Importers of HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SEED AND SUMATRA LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
PHILADELPHIA
REGISTERED
1642-44 N. ELEVENTH. ST.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

HAVANA STRINGENCY MAY GIVE THE BRITISH CIGAR ITS CHANCE

The condition of the new tobacco crop in Cuba, whether it consist of an exceeding scarcity or a widely distributed inferiority, may turn out to mean much more in its results than just temporary high prices. Many manufacturers are looking ahead, and when it comes time for the crop in question to be worked up into cigars, they expect to make capital of its deficiencies.

Among those who hope to benefit is the British cigar manufacturer. He feels that he has an opportunity which has not occurred before, and he is being urged by his trade papers to accept it.

The market in England for cigars of Havana manufacture is particularly good, and the British manufacturer has never yet succeeded in successfully competing with it for popular favor. It will doubtless be a good many years before he does succeed in making any progress against the finest and most costly brands, but it is now felt that there may be a chance to get away with the brands that don't amount to so much.

Far be it from me to predict success or failure because I am not familiar enough with all the conditions. It looks though, as if the Britishers might be able to frame the Cubans up a pretty good run for their money.

The idea has grown out of the belief that some of the Havana manufacturers will simply be compelled to use a poorer quality of tobacco for their cigars, so that the English retailers who handle the cheaper grades of Havana make may find themselves handling goods that are much below the usual quality. According to the London Tobacco Journal, most of the English manufacturers are fairly well stocked with Havana filler of good quality, and should hasten to make the best possible use of it in order to convince the consuumer that he will fare better when purchasing cigars of domestic make.

The Journal says (speaking of course of English dealers): "The retailer who knows a decent cigar and buys it on its merits is sure to find great satisfaction in pushing the cigar made in England. The very finest Havana fillings which most of our manufacturers have in stock, with a good Borneo or Java wrapper, make an English Havana which it would puzzle the connoisseur to distinguish from the imported Havana. It will be far better business for the retailer to push a good 4d or 6d cigar (about corresponding to our cigars at two and three for a quarter) thus made than an inferior imported Havana. In the interests of the Havana cigar trade it is hoped that those made of the "dregs" of the stock of leaf may not turn out so bad as to spoil the reputation of their brands. At all events the retailer should be on his guard. He will have no excuse for selling an inferior imported cigar, so long as the British manufacturer has a really good thing to offer him at a moderate price."

The Journal then scores the English retailer for his "stubborn unwillingness" to give the British cigarmaker credit for turning out a good thing. The English cigar manufacturer suffers from the illusion that lasted for a good many years in the United States. It was the general impression that a decent cigar could not be, or at least was not turned out short of Havana, and at the beginning, there was a good deal of foundation for the belief. The full Havana still has a great many followers here, but the clear Havana has come to be such a work of quality that its position is assured. There is apparently room for both.

English smokers, however, have not been educated up to this point. Even though a cigar may be of full Havana filler, they are suspicious if it has been moulded and wrapped in England. The manufacturers have been greatly worried about this, and they hope that the temporary setback of the Havana product will give them a far better chance to get their cigars into consumers' hands and mouths than they have ever had before. Not that they have such an everlasting supply of Havana filler, but they feel that if their product is once really tested it will win a place for itself which they will see that it keeps.

Here is where the British manufacturer appeals to the retailer to show his loyalty and help him. He asks him nothing more than to give the home goods a fair chance, and points to the fact that were the retailer to sell imported goods that proved below quality, he would be injuring his business.

The Journal declares that up to date, the retailer has been content as a mere automaton, handling the thing that has a big name without a thought of its intrinsic value. But if the "thing with

(Concluded on page 24.)

GEO. STEPHENSON
H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

HAPPY JIM
GOSH! ISN'T THAT A FINE HAVANA FLAVOR

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

TO continue for a little with pipes it is certainly clear that this branch of the business is not pushed with the energy and foresightedness which it deserves by the average dealer. Few dealers pay much more attention to their pipe stock than to lay in a supply, put it in their showcases and then hand out pipes when called for.

The average dealer could with advantage take a leaf from the books of the United Cigar Stores Company, which pushes its pipes with the same vigor that it uses in the sale of its other goods. Wherever we go on the streets of downtown Chicago, for instance, we are confronted by windows bearing the sign prominently displayed, "Thursday is pipe day," "Friday is pipe day," etc., according to the day of the week. These signs will be varied from time to time and new wordings adopted, but the main idea is preserved, namely, to push the pipes.

Another thing may be mentioned in this connection. Some dealers have an idea that to push their pipe business injures the cigar trade. But the man who smokes a pipe will smoke one anyhow, and he might better be induced to spend some money buying a good pipe and fine tobacco than to be exhorted to buy cigars which he don't want.

The idea is not, of course, to induce one's good cigar customers to switch to pipes, but in every store there is a certain percentage of customers which demands pipes. This being the case, it is good business to advertise pipes to a reasonable extent in one's windows, carry a good stock, and be prepared to talk pipes and tobacco intelligently when the occasion arises.

When the dealer gets a pipe customer he should endeavor to sell a good pipe and introduce the buyer to a brand of tobacco or a mixture which he will be likely to esteem—something which is good and in which there is a profit to the dealer. Encourage the trade to try different mixtures, and, if necessary, make up and hand out sample ounces for trial. There is little money in handling cheap smoking tobaccos at retail, so whenever the dealer can do so, he should push the better grades.

With regard to the pipe business, a leading dealer in Chicago said: "The dealer who would make a success at selling pipes must carry a large line to suit the various tastes of his customers. He must carry, not the ordinary stuff alone, but must have something different and distinctive. The majority of dealers give little intelligent study to the buying of a pipe stock. They take what is offered until they deem that they have enough, then quit buying and sit down in wait for customers to come along and take the stock off their hands.

"The right way for a dealer to buy is to first familiarize himself with what constitutes a good pipe. He must learn that the manufacturer is confronted with his own troubles in buying pipe stock. He buys the stummels from France, where the best briar root is to be found. From three bushels of stummels he may not get more than a dozen first class ones in the lot. With these he makes his best grade of briar pipes. The rest he uses up as second and third rate stuff, and throws aways what remains that may be too poor for use in any way.

"Briar root has a quality which no other woods possess in like degree. In a good briar root pipe the grain is even, and while the wood is hard, it is about as porous as meerschaum. The character of the grain is determined under the microscope and the stummels are used or rejected according to the story which the microscope tells.

"The mounting of pipes is an expensive process. Each thimble and band must fit to perfection and in spite of everything that can be done, the end of the stem is likely to be split slightly in the mounting. This, however, does not spoil the pipe unless the split extends beyond the thimble.

"In buying a pipe stock for gentlemen's trade the dealer should avoid purchasing too much heavily mounted stock. Gentlemen do not wish to be seen smoking a pipe covered with gold or silver ornaments. Fine, plain pipes are what are required. There are some customers, of course, whose taste is not offended by heavy carved gold mounts. Their money is as good as anyone's and to a limited degree their taste should be catered to."

• • •

CIGAR STORE BROKER.

THE writer met an acquaintance the other day who had once been a cigar dealer, and found the latter full of a new scheme he had. He makes a very good living by the carrying out of ingenious schemes, and if any one could successfully negotiate the proposed one, he probably could.

He wants to act as cigar store broker. The plan is not new, and is continually being applied to other branches of business. Take a saloon, for instance; the proprietor is doing his best, but the business is slowly running down. He realizes that something must be done, or his license will soon not be worth while. So he makes a deal with a saloon broker.

The latter sends his men to the place, who mix in with the regulars, spend a little money with them, and find out what's wrong. It may be deemed advisable to change the beer, to put a lunch in, alter the fixtures, discharge an unpopular bartender or any of a dozen other things. The broker is a man of experience, and when he assumes charge he knows how to make inducements which seem a good deal without being much. He conducts the place until he gets a nice run of custom and sells it at a price so good that he is handsomely repaid for his work.

The former cigar dealer wants to apply the same tactics to cigar stores. He was in the business long enough to learn it, and broke away, not because he wasn't successful, but for the reason that he believed he could make money faster in other ways.

He called the writer's attention to the fact that there are any number of stores not succeeding because of evident mismanagement, where the proprietor isn't competent to be in the business and would be glad to get out if he could do it without giving away his business. These would be taken hold of and worked up by expert methods until they brought a good price.

That is the scheme, and of course it all depends on the man who operates it. With the proper man at the head, there doesn't seem any important reason why it would not meet with fair success.

• • •

LOOK OUT FOR STOGIES.

WITH the probable increase in the price of stogies it is up to every respectable retailer to deal only with manufacturers he knows to be reputable. He may get offers of goods cheap, but for the sake of his customers let him be sure of what he is buying. If his trade complains on the extra price he can satisfy them by putting a little sign up over his stogie stock telling what the cheap ones are made of and why he won't handle them.

Our New York correspondent writes as follows:

Walking through Pearl street one day this week I happened to see a middle aged man stooping to pick up cigar butts. Being curious, I approached him and asked what he was going to do with them; he said he made his livelihood by selling same at 15 cents per hundred to an Italian stogie manufacturer on Mulberry street. He said he could collect an average of 400 of these butts a day and on account of Pearl street below Fulton being in the heart of the tobacco trade, it made a good field for operations. I explained to him what a dangerous thing he was doing and how easily one could contract disease from the germs left by the saliva, etc, and he said he understood that the tobacco was put through a process of cleaning before being made up into stogies, cheroots, etc., and said he didn't care any way as he had never smoked in his life.

• • •

DON'T EXPECT EVERYTHING AT ONCE

A MAN who has had an extended experience in all kinds of advertising said: "New advertisers, especially retailers, make a serious mistake when they expect an adverisement to show its total net results in a short time."

Money invested in advertising earns profits sooner than money invested in other line of goods that a man can put his money into, but even at that they don't come as soon as some people expect.

Take $100 around to the savings bank to-day, and a year from now $3 or $4 will be your profit.

You buy a bill of staple goods to-day, and unless the article is an unusually good seller, your profits will be tied up from weeks to months.

In a retail business it will be found to be a fact that profit—the profits that a man can spend or invest in other things—cannot be declared more than once a year.

When a man runs an advertisement in a newspaper, for some reason or other he expects to get his profits the next day, at most the next week. He counts his chickens before they are hatched.

One retailer who started in business some five or six years ago with a good line of credit but mighty little capital says he can trace results to advertising and circularizing that he did more than five years ago.

He says that in 1890 he distributed a few thousand circulars among farmers outside of his territory. The direct results where not unusually satisfactory, and he figured at the time that the investment of about $20 was practically lost. But what happened? Five years after that date there came to him a farmer with a little faded pink circular that he had sent out. The merchant looked for the goods advertised, but long since they had been sold. However, the farmer bought something else, opened up an account, and has been a steady customer ever since. This one farmer's business is probably worth considerably more than the total investment.

An old land advertising agent who places the business of many order advertisers, tells me that he has known of direct results being received from advertisements inserted as long as ten years ago.

There is not an investment of any kind that begins to pay the dividends that the right kind of advertising does.

Certainly the good will of the business obtained partially by advertising is worth considerably more than a business obtained without.

Do not look for results too soon.

Do not decide that an advertisement has been a failure for a long time.

Be patient.

It takes time to do things in this world.

• • •

TO FLAVOR SMOKING TOBACCO.

THE old-fashioned Irishman, who loves his dudeen better than he loves his wife, and the old-fashioned Irish wife, who loves her dudeen better than she loves her husband, always put a ripe apple in their box of smoking tobacco to keep the weed slightly moist and give it a delicious flavor. Possibly this may be a revelation to many pipe smokers.

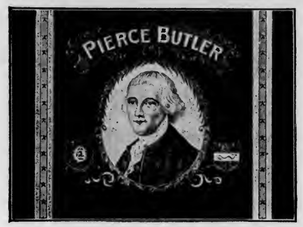
• • •

IN WITH THE RANKS.

"HELLO," said the Pipe to the Black Cigar,
In the Smokers' grand parade,
"I see you march with the Cigarettes
Instead of your own brigade."
The Black Cigar moved down the line
Ashamed as he could be,
And simply said with deep-bowed head:
"I've joined the 'ranks,' you see."

--Exchange.

—As soon as the weather will permit, open your store doors. It's a conspicuous invitation to passers-by.



W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

cured and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, which, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name
Address
No. of men

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

EDWARD T. COLGAN JOSEPH P. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

AARON B. HESS
Packer of and Dealer in
Leaf Tobacco
Force Sweated Tops and Fillers read for market. Write for prices.
Office and Warehouse: 630-636 N. Prince St.
Lancaster, Pa.
Bell 'Phone, 77-X Independent 'Phone, 1464-A

S. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana
Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LOES MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VERANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUT FEW BUYERS IN THE HAVANA MARKET.

Scarcity of Purchasers from the United States Because There is so Little Tobacco to Choose from. New Crop Will Suit Foreign Market Better than United States. Factories All Busy.

(Special Correspondence of The Tobacco World.)

Havana, March 12, 1906.

Very little news has come forward during the week to make our market more active or interesting; the number of buyers coming here from the North has decreased materially, and excepting small parcels of "libra de pie" from the Vuelta Abajo, there is no chance yet of any new tobacco coming in from the country.

Stocks have decreased so much that with the exception of a few isolated small vegas, and what may be for sale here in the hands of American exporters, there is no incentive for the American buyers to come here.

While last week everybody believed that the quarantine of the Southern States would go into effect against Cuba on the 15th inst., cable advices received from the Cuban Minister at Washington state that the United States will not proclaim any quarantine against Cuba as long as the present healthy condition continues and there is no case of yellow fever whatever. The cable says, however, that the State of Louisiana will not run any chances, fearing a repetition of last summer's experience.

In reality the city of Havana has never been as healthy as it is now and as the sanitary authorities are doing everything in their power to keep the city clean, and kill off the mosquitoes, nobody expects to see any change in the present healthy condition of the island.

Although there have been isolated rain showers all over the island, they have not been of any duration, and instead of doing damage have benefited the growing tobacco plants in the field. As far as Vuelta Abajo and Partido is concerned, all that can be hoped for is to obtain a few more fillers, as the season is too far advanced to admit of harvesting any wrappers.

The last reports from the Santa Clara province indicate that instead of three cuts the farmers may be able to get as many as four cuts. The first one of these has been valueless, however, as owing to the prevailing rains at the time when the tobacco was drying in the sheds the leaves fell off from the stalks and commenced to rot. The second cut will produce only light, rather flimsy tobacco, suitable for Germany and Spain, the third cut, which has partly been made, promises to give good 1st and 2nd capaduras, and if the weather continues as favorable as it is now, and the farmers are able to make the fourth cutting during the latter part of this month and next, and this tobacco should dry off in good condition in the sheds, we may then expect to have as large or possibly even a trifle larger crop than last year.

There is a great deal of ambition to make packings this year and while prices have not really opened, it looks, owing to the keen competition, as if figures conceded to the farmers may rule from 30 to 50 per cent higher than last year, at least for all such vegas as promise to give a good yield.

Sales

during the past week amounted to 2,337 bales, of which 2,117 consisted of Vuelta Abajo, 70 of Partido and 150 bales of Remedios. For the United States only 448 bales were taken while for Europe (France) 1,100 bales were purchased, and the balance of 789 bales were delivered to the home manufacturers of cigars and cigarettes.

Buyers Come and Go.

Arrivals:—Henry Bernheim, of I. Bernheim & Sons, New York and Havana; Augustus Aarens, of Elias Aarens & Bro., New Orleans; H. Anton Bock, of H. Anton Bock & Co., New York; Antonio I. Rico, of Boston.

Departures:—Henry Voneiff for Baltimore; M. Friedman for Chicago; H. Anton Bock, and Sidney Goldberg for New York; Augustus Aarens for New Orleans.

Havana Cigar Manufacturers

are extremely busy for this season of the year, and very likely the importers are anticipating their demands, fearing that the coming crop will not be able to give them as choice cigars as they have been receiving from the 1905 growth.

H. Upmann & Co. have been purchasing 700 bales additional of Vuelta Abajo, of last year's crop. They shipped 650,000 cigars last week of their own and other independent manufacturers' brands. The factory is working to its utmost capacity, having orders in large quantities for the United States, Great Britain and its colonies, Germany, France, South America and Australia.

Partagas is likewise as busy as can be, having orders enough at its 160 Industria street factory as well as at its branch at Santiatgo de las Vegas to work to full capacity. Cifuentes, Fernandez & Co. have actually more orders on hand than they can take care of, and while they hate to delay any of their calls, they are obliged to do so to some extent.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Gregorio Obeso
Candido Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street
Packers and Importers of
Vuelta Abajo, Partidos, Remedios

E. A. CALVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Consulado 91, HAVANA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Co.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

MANUEL LAZO
Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken — Telephone 6146
199 Manrique — HAVANA

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270 Cable: ZALEGON Habana.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 — HABANA

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. IRIBARREN,
Packers and Exporters of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Escobar 162, Bet. Salud & Reina, Havana, Cuba
Special attention paid to tobacco suitable for the American market.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cantum" HAVANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero, MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374. HAVANA, Cuba.
Cable Address: Larranaga, Havana
A B C 4th and 5th edition.
Codes used: Lieber's Standard (Ed. Espanola)
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
Representatives and Agents in all the Great Cities of the World.
Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

Por Larranaga has seated 100 more cigarmakers, as Don Antonio J. Rivero, the manager, tells me they are turning out 50,000 cigars per day, in order to meet the heavy demand for Por Larranaga cigars from the United States and Great Britain principally. Tourists seem to be flocking to this factory as soon as they arrive here from the steamers, thus indicating that Por Larranaga cigars are widely known in the United States, and smoked, owing to their extra fine quality, to a very large extent.

Ramon Allones and Cruz Roja continue to be as busy as ever, as there is no let-up in the orders which Rabell, Costa, Vales & Co. are receiving from the United States, England and South America.

Sol is another of the fortunate independent factories which is extending its trade relations with the United States from day to day. Behrens & Co. deserve success as they are putting their soul into their factory in order to turn out a cigar that must please the majority of smokers.

Eden has no cause for complaint, as orders continue to come in regularly for Calixto Lopez & Co. in large quantities.

Buying, Selling and Other Notes of Interest.

H. Anton Bock seems to have come here principally in order to look over the stock still held by him, and while he may have made some small purchases, his chief object appears to have been to post himself as far as the new crop is concerned. He has been to the Vuelta Abajo, looking at the tobacco which is now hanging in the drying sheds.

Rodriguez, Bautista & Co. sold 198 bales of Vuelta Abajo during the past week.

L. Blondeaux, the French Regie buyer has been fortunate in having some one look after his interests for if this had not been the case, he surely would have been unable to find any leaf suitable for his wants, leaving out of question the prices he would have had to pay. If Fernando Fernandez y Hno had sold the 1,100 bales at the present market prices they would have netted over $55,000 more profit without any trouble whatever.

Loeb-Nunez Havana Co. disposed of 150 bales of Remedios to their Northern customers.

Augustus Aarens, who is the largest independent manufacturer of New Orleans, was likewise fortunate in finding some very choice vegas of Vuelta Abajo, which had been reserved for him by a prominent American house here. The total amounted to about 400 bales.

Jose H. Cayro e Hijo closed out 140 bales of Vuelta Abajo and Partido.

Don Augustin Quesada, Don Constante Gonzalez and Candido Redondo, buyers for Sobrs. de Antero Gonzalez returned here by the Spanish steamer Alfonso XIII. from their vacation in Spain. They are looking to be in fine health, ready for work, and will soon go to their respective posts in the Vuelta Abajo, Partido section and Santa Clara province to supervise the various packings of this influential house.

Ernesto Ellinger has been very busy with his customers, making quite a number of sales.

Voneiff & Vidal Cruz are getting ready to prepare themselves for the coming campaign.

Joaquin Hedesa has been making some sales, but still has some few wrappers and workers left to help out some of his customers.

A. M. Calzada & Co. have sold almost out, excepting a small factory vega of Vuelta Abajo.

Don Antonio Calzada tells me he is going to make four escojidas this year in the Santa Clara province, which will turn out from 8,000 to 9,000 bales, and will be located respectively at Camajuani, Vega Palma, Santa Clara and Santi Spiritus.

Jose F. Iribarren made several sales last week of Partido and Remedios.

Receipts From the Country

	Week Ending Mar. 10 Bales	Since Jan. 1 Bales
Vuelta Abajo	520	3,893
Semi Vuelta	54	156
Partido	71	1,417
Matanzas	76	201
Remedios	379	4,895
Santiago de Cuba	150	239
Total	1,250	10,801

PRICE ON THESE STOGIES REMAINS THE SAME.

Philadelphia, March 20, 1906.

Editor Tobacco World:

In your last issue I noticed an article in reference to the increase in the price of stogies.

It is a fact that most all stogie manufacturers have been compelled to increase their prices, but there is an exception in the case, as one firm, which, having foreseen the great increase in the price of leaf tobacco, purchased early at a low figure, and is therefore in a position to retain normal prices. This firm is John Slater & Co., which manufactures "Slater's Big Stogie," a strictly hand-made article. This brand, as well as all others made by John Slater & Co., is being heavily advertised, they having opened an office in this city, which will be permanent, at 414 Heed Building, No. 1213 Filbert street. Strong missionary work is being done, and the demand is daily increasing. It may be necessary for some of the manufacturers to mark their goods "5 for 10 cts." or "2 for 5 cts." but "Slater's Stogies" still remain at the old price, 3 for 5 cents.

Yours truly, N. T. WESER,
Representing John Slater & Co.,
Philadelphia, Pa.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 898. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, March 19, 1906.

The leaf tobacco trade is still very active and lots of goods are changing hands, principally being bought up to be held for a further advance in price later on. For the lowest grades of sweat Connecticut which packers early in the season closed out at 6 to 7 cents, the asking price today for these goods ranges from 10½ to 12 cents.

The new Connecticut Seconds are bringing from 25 to 28 cents running; this includes the sizes from 16 to 28 inch goods. Meyer & Mendelsohn and Isaac Meyer & Co. are the largest packers of the new crop, having between them about 11,000 cases. Taussig & Co., of Chicago and New York, sold the past week a lot of 186 cases 1904 Wisconsin at 18 cents m. w. Lichtenstein Bros. have closed out a lot of 37 cases of 1902 Wisconsin fillers at 9 cents m. w.

The 1905 Wisconsin is being offered at 22 cents subject to packers' samples, but there are but few buyers. E. Rosenwald & Bro. recently sold 105 cases of the 1905 bulk sweat Pennsylvania fillers at 13 cents actual weight.

A leaf broker showed me some nice Havana workers for which he asks $100 a bale in bond and a lot of Partido (new) workers running at $50 a bale in bond. A few lots of Porto Rican scraps which arrived recently were sold very quickly.

Light colored Florida wrappers are greatly in demand and the packers here are oversold on same; in consequence quite some shade grown Connecticut is being sold. Plenty of Florida wrappers, Pennsylvania Havana Seed and other American tobaccos are being exported to Porto Rico to be worked into cigars which are then reshipped back here.

With the retailers trade dropped off some; Saturday was fairly good, today we have a big snow storm on and those I visited were not in the best of spirits.

Cigar manufacturers continue busy and all of them could do more business but can't get the cigarmakers.

Sam L. Johns, of McSherrystown, Pa., was here last week.

Stanley Wollman, general traveling representative in the United States for the American West Indies Trading Co., died last Friday in Minneapolis, following a brief attack of pneumonia. He was 51 years old and had been with the firm for seven years. Mr. Wollman was considered one of the best cigar salesmen on the road and earned an income exceeding $10,000. Mr. Wollman intended leaving for Kansas City on Thursday and wired his house, he was feeling all right and was going there. Leo Wiess went on to Minneapolis to bring the body here and both will reach here tomorrow. Mr. Wollman leaves a wife and three children. The firm is receiving telegrams of sympathy from all parts of the country and it is said it will take four or five men to cover the territory which Mr. Wollman alone took care of.

The Petite Cigar Mfg. Co., of 247 Pearl street, which manufactures many brands of short smokes for the Waldorf Astoria Segar Co., will remove on or about May 1 to larger premises at 226 Pearl street.

Tom Allen, of the Allen Tobacco Co., makers of the popular Telonettes little cigars, has been calling on many of the jobbers through New Jersey this week. The factory is rushed with orders on account of a deal of 10 per cent in Allenettes being on for this month only.

Max Silverthau has filed a petition in bankruptcy individually and as a surviving partner of the firm of M. Silverthau & Co., cigar manufacturers, formerly at 336 East 98th street, with liabilities $82,950 and no assets. Among the creditors are E. Rosenwald & Bro. $18,562; E. Mayer, 12,000 secured; P. Rindskopf, $10,397; M. Levy & Bro., $3,522; B. Blumenthal, $6,125; A. Cohn & Co., $3,141; D. B. Toucey, $3,000, and M. Berliner, $2,500.

Mitchel Friend, representing the American Tobacco Co., is at present in Osceola, La. Mr. Friend is working the whole State of Louisiana and is doing some clever work in that section for his firm.

Max Gans, of M. Gans & Son, has been spending the greater part of the week in Connecticut looking over his holdings of the new crop.

Dan Mayer, of Mayer & Co., made a flying trip to Pennsylvania this week.

Joe Monheimer & Co., the tobacco trade printers, were agreeably surprised on Thursday on opening up to learn that Betsy the cat had presented them with five wee kittens. Joe is now on to the job of feeding them instead of the press.

Joe Abrahams has placed an order with the lithographers for a handsome package for his Royal Picaduro Havana smoking tobacco, which is being put up in 4, 8, and 16 ounce cartons.

J. Friedman, leaf dealer of 128 Water street, is one of the luckiest men in the trade; on Wednesday while delayed in a subway train for two hours, owing to an accident he happened to meet a cigar manufacturer. Joe started in at once to talk business and before he left the train had sold the party five bales of Remedios.

A petition in bankruptcy has been filed against the B. Raap Trading Co., wholesale dealers in cigars and tobacco at 140 and 142 Pearl street; it is alleged that while insolvent it concealed or removed part of its property. The business was started in May, 1902, and incorporated December 29, 1902, with a capital stock of $2,000. B. Raap was president, Louis Raap, vice president. Judge Holt has appointed Wm. H. Smith receiver in bankruptcy for the assets which amount to $5,500, consisting of $1,500 stock and $4,000 in accounts.

Butler & Butler, Inc., manufacturers of the Sovereign and Pall Mall cigarettes, have purchased the four story dwelling, 142 West 21st street, and will make extensive alterations to the building and use it for their New York office.

Fred Newman is at present in Washington, D. C., doing some missionary work on the various brands that Butler & Butler manufacture.

The Newman Tobacco Co., at present doing business in Newark, N. J., were incorporated at Albany, N. Y., this week with a capital of $15,000. Directors: J. A. Newman, H. D. Michaels and O. M. Newman.

Rojas, Perez & Co., commission merchants, 82 Wall street, report a good business for the present month. They are shipping plenty of American leaf to many of their Porto Rican customers.

Chas. Jacobs & Co. (Las Palmas Cigar Factory) are giving away a handsome Plato clock in exchange for 2,000 of their Las Palmas bands.

A. N. Barson & Co., the popular cigarette manufacturers, have recently received from their Western salesman, L. Baddour, some nice sized orders for their Extra Fine and Blue Nile the former a 15 cent package and the latter a 25 cent package. These goods are selling well all over the country and the factory is working overtime to cope with orders.

Chas. Salomon, of the De Florida Tobacco Co., has returned from Ohio, having purchased considerable of the new Zimmer; Charlie left today again to visit his many customers in the Ninth District of Pennsylvania.

Gus Thiele, of the G. Thiele Cigar Co., is continually on the go. His many brands of 5 and 10 cent cigars put up

(Concluded on page 15.)

Take Notice!

That Heavy-Bodied Tobacco will be scarce in the next crop.

We can still offer you **Fine Heavy-Bodied Santa Clara and Vuelta Fillers.**

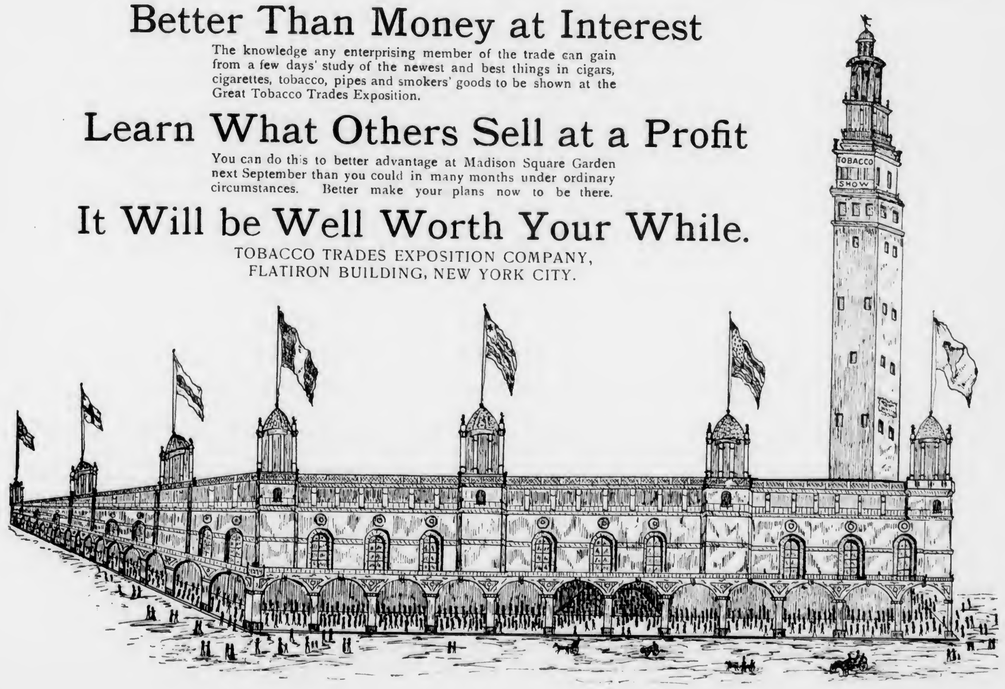
Write for Samples.

Hamburger Bros. & Co.
Importers of Havana Tobacco
228 Pearl Street, New York City.

Better Than Money at Interest
The knowledge any enterprising member of the trade can gain from a few days' study of the newest and best things in cigars, cigarettes, tobacco, pipes and smokers' goods to be shown at the Great Tobacco Trades Exposition.

Learn What Others Sell at a Profit
You can do this to better advantage at Madison Square Garden next September than you could in many months under ordinary circumstances. Better make your plans now to be there.

It Will be Well Worth Your While.
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.



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PHILADELPHIA, MARCH 21, 1906.

REFORM DIRECTED BY COMMON SENSE.

The Anti-cigarette League of London is going about its business in a sensible way, and it is a thoroughly safe prediction that a tremendous sight more benefit will be accomplished by this League than will ever come about through the misguided movements of the ill-balanced anti-cigarette fiends for which the United States is remarkable.

The London organization is preparing a bill for submission to Parliament to prohibit the sale of cigarettes to persons less than 16 years old. A fine and imprisonment for a second offense are the penalties provided by the proposed law for the shopkeeper, and corporal punishment for the offending minor.

The most sensible part of the bill is a clause which forbids candy stores from selling tobacco and cigarettes at all. Setting aside the fact that it is in such stores children are most tempted to dally with cigarettes, there is the quite as important fact that candy stores have no business whatever to deal in tobacco in any form. There is never necessity for it and it simply chops up the business of the legitimate cigar retailer who has quite as good an excuse to put in a line of cream chocolates.

SPEAKING FROM A BROAD MIND.

Leonard K. Hershberg, A. B. and M. D., a professor in the John Hopkins University, of Baltimore, has never used tobacco nor taken a drink of spirituous liquor in his life. He has expressed a forcible opinion on the use of tobacco which, therefore, cannot possibly have been prejudiced by its effect or non-effect on his own system.

There are many men who have drunk themselves to an apparently healthy old age who do not hesitate to deduce from that fact the generality that liquor drinking conduces to longevity. Dr. Hershberg's views on tobacco are of the broadest because to the making of them his own idiosyncrasies did not contribute.

He declares, for one thing, that the teachings of the public school text books of physiology and hygiene regarding tobacco are "wild exaggerations" which are endorsed by W. C. T. U. "ill informed enthusiasts" who insist upon putting "terrifying descriptions" of the evils of tobacco in the public school text books.

As testimony to this is this quotation from a text book used in the Baltimore public schools:

"Tobacco, a powerful narcotic, containing a substance called nicotine. A single drop, if put on the tongue of a dog, will soon kill the animal. An ordinary cigar contains enough to kill two men if taken pure."

Upon this he comments:

"Here are three little sentences containing four big lies. Tobacco is not a narcotic, a single drop of it (tobacco or nicotine?) will not kill a dog in the manner described, and an ordinary cigar used in the ordinary way, containing its usual amount of pure nicotine, will not kill two flies."

In another chapter of this instructive school book is the statement that cigarettes are one of the worst possible preparations of tobacco because the smoke of the paper wrapper is irritating to the lungs, and the cigarettes send more poisonous fumes into the delicate air cells than a pipe or a cigar would do. Concerning this Dr. Hershberg says:

"The smoke of the paper wrappings of cigarettes has never been proved irritating to the lung-cells even when inhaled, so this statement remains subjudice. They do not send more poisonous fumes into the lung-cells, and are only one-fifth as strong as a pipe and one-tenth as strong as the average cigar."

He then sums up thus:

"The majority of smokers may use tobacco moderately (about six pipes equals three cigars, which equals ten to fifteen cigarettes daily) for many years and suffer no ill effects. The true dangers of over-indulgence include chronic throat conditions, pharyngitis, laryngitis, and bronchitis, due to the irritant alkaline vapor. Cancer of the tongue and lip may be blamed upon the irritation. Irregularity of the pulse may rarely be attributed to tobacco."

Of course mere denial does not constitute proof unless it is spoken with authority, which in this instance it is. And those who would seize upon Dr. Hershberg's admission that certain diseases are superinduced by over indulgence should remember that no one has ever disputed it, just as no one has ever disputed that over indulgence in ice cream and cake will frequently entail dire bodily penalities.

The U. S. District Court of New Jersey in the case of United States against One Black Horse, etc., has declared the horse, wagon and harness forfeit because it was used to transport certain merchandise which had been smuggled into this country. The plea that the driver of the horse and owner of the horse and wagon were ignorant of the fact that the wagon contained contraband merchandise had no weight, the ruling being that "it is immaterial whether the owner or driver of a domestic team, used wholly within the United States in the transportation of smuggled merchandise, had or had not knowledge of its illegal use; it is forfeitable."

The horse and wagon and harness belonged to the Hudson Steam Laundry Co., of Jersey City and was used to carry a quantity of Sumatra leaf away from a wharf upon which it had illegally been landed.

While on the face it may seem harsh to take a man's property from him because it has contributed to an offense of which he knew nothing, it must be admitted that a man should make it a point to have some idea of what use is being made of his property when he knows he is responsible for it. If ignorance were an excuse in law, it would indeed be a folly to become wise.

Philadelphia Tobacco Trade.

What with the blow, snow, hail and rain, to say nothing of the unpleasantness of getting around the city, the retailers have been up against it for fair for the past week. March is evidently trying to break a few records, and such conditions by no means help a business which hovers between necessity and luxury. Shut-in weather always causes more or less of a spurt in the box trade, but not enough to make up for a general slump. To-day, however, is the first of spring, and the retailers hope for great things.

There is little to say about the manufacturers; orders are more plentiful than stock, and many of the smaller manufacturers are pretty well up against it, facing no profits. If the demand was as good as it now is at times when there was plenty of leaf, the manufacturers would be in clover.

The leaf market remains the same; those dealers who have it to sell are selling it, and there are enough of these to make possible a fair selection to purchasers who have the price. All the dealers are on an eager lookout for what they can pick up to add to their stock, but there is very little in sight. Prices haven't shaved off a fraction, and won't. Leaf salesmen on the road are meeting with fair sales.

The Belhaven Cigar Co. which removed to 2323 Germantown avenue, some months ago, has again removed to 201 Chestnut street, where it will continue the product which has earned a substantial following.

L. Michaels, well known as a representative of the Butler & Butler, gave a dinner last week to a number of his friends in the trade, at the Bellevue-Stratford. The occasion was a very enjoyable one. Those present as guests were: William Sheppard, of Sheppard & Son; B. M. Clapp, of T. H. Hart & Co.; James I. Hassan, Woodland avenue retailer; J. Harvey McHenry and S. S. Shivers, of Arthur Hagen & Co.

The Theobald & Oppenheimer Co. is having a good run just now on its Resago and Elder brands of cigars.

The business of the Allen Tobacco Co. in Philadelphia has necessitated the opening of a local office which is in charge of one of the company's salesmen who will look after the interests of Telonettes and Allenettes in this city hereafter.

The revenue returns from the first district of Pennsylvania have just been reported by Collector McCoach to be as follows:

Cigars at $3 per M	48,750,340
Cigars at 54c per M	93,000
Cigarettes at $3 per M	11,000
Cigarettes at $1.08 per M	5,428,500
Cigarettes at 54c per M	372,000
Snuff at 6c per pound	610,960
M'f'd tobacco at 6c per pound	139,014

Arthur Hagen & Co. report business as having been very good since the first of the year. The firm has built up a valuable business with clubs and supplies a large number with choice goods.

The Boston Retail Store is about to be established at Broad and Walnut streets and will enter the close competition which seems likely to be a feature of that neighborhood. Godfrey S. Mahn has his new store at 219-221 running and will supply smokers with many inducements to patronize it. The store was opened with a handsome display of the Yvonne cigarette.

The Spiegel Tobacco Co., a small concern at 2608 Germantown avenue, has gone to the wall leaving several creditors, it is reported, among local jobbers.

C. K. Gillium, who manufactures cigars and also conducts a retail business at Fifty-Second and Race streets, has had his quarters considerably enlarged and is now well fixed to look after his growing business.

NEW FACTORY FOR THEOBALD & OPPENHEIMER.

Trumbauersville, Pa., March 19.

Editor Tobacco World:

In your last week's World you have an article that a new factory is being built in our town for O. Eisenlohr & Bros. This is a mistake as it is being built for the Theobald & Oppenheimer Co., which at present occupies A. H. Levy's factory building which is getting too small for the growing business. The Trumbauersville Real Estate Co., whose charter was granted the other day, will put up a large building for T. & O. Co. Some of our members would like you to correct the item mentioned, in your next issue. Yours truly,

A. H. LEVY.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

NEW YORK TOBACCO NEWS.

(Concluded from page 12.)

under his own label seem to take nicely throughout greater New York, and Gus can be termed a genuine hustler.

The Alfonette Cigar Co., of Boston, Mass., is placing with the trade quite a novelty in the shape of a trick cigar. The goods are packed in fortieths and retail at 5 cents each; They are guaranteed perfectly harmless and do not contain any powder or other explosive material. Retailers are expecting to sell a great many of these cigars within the next ten days. Reid, Yeoman & Cubit, the modern druggists, on Nassau street, report a good sale on them.

Herz Bros., cigar manufacturers and retailers, at 287 Greenwich, were very busy when I called; they have only been in this location for the past two years and in that time have worked up an enviable cigar trade both over the counter and by the box. Five cigar-makers are steadily engaged and most of the output is clear Havana goods. Herz Bros. are good judges of Havana and have purchased a year's supply of old goods. The firm's leaders are American Trophies, a nickel cigar, and Los Picos, a ten center. Pacholder's Q. T. cigarros are featured in a window display this week.

William Greenfield, who recently purchased the cigar store of M. Getter, at 908 Amsterdam avenue, has made many improvements in the place.

NEWARK NOTES.

Newark, N. J., March, 18, 1906.

The retail trade has been very fair this week taking all in all, and although a small blizzard struck the city one day, the next day the sun shone bright and the snow commenced to disappear. Yesterday, St. Patrick's Day, many of the retailers had their windows decorated appropriate to the occasion; in one of our finest cafes I noticed a neat window display of Sanchez clear Havana cigars on which is a design of a three leaf clover on the bands and the Irish took well to them.

Gus Thiele, a New York wholesaler in cigars, was in town yesterday and placed a nice order with one of our leading cigar manufacturers.

N. Morris, formerly with the New Haven Tobacco Co., of New Haven, Conn., is now doing some clever missionary work in Newark on Kefs, Omega and Turkish Heralds for the Turco-American Tobacco Co., New York. On every thousand purchased of Kef, the 5 cent mouthpiece cigarettes, 100 Omega are given the retailer gratis. Mr. Morris is a pusher and is certainly making a good showing for a new man in a strange land.

The sales of Tuxedo, of the R. A. Patterson Tobacco Co., are increasing nicely; the Newman Tobacco Co. is putting out a bunch of it.

F. W. Soren, with the United States Tobacco Co., has been working Hoboken and Jersey City this week and reports business very active.

J. S. Oliver, New Jersey representative for the Ware-Kramer Tobacco Co., Wilson, N. C., is very popular throughout the State; he is getting the White Rolls cigarettes on the market and recently figured in a fire episode at his hotel headquarters, the Kensington. Another time he was mixed up in an automobile smash-up. Mr. Oliver is always managing to get plenty of free advertising and his White Rolls are getting to be a sort of pass word in Newark and are bringing him in "Green Rolls" financially.

CHANGES IN CHICAGO TRADE.

Jobbing Trade is Opening Up Well for the Spring Season

Chicago, March 19.

W. E. Ward, who succeeded Fred. Howe as vice president, treasurer and manager of the M. W. Diffley corporation, was formerly the manager of the State and Van Buren street store of that concern. His office is now removed to the State and Washington street store, and in his old place is T. D. Curran, a man who has been identified with the Diffley interests for a score of years.

Cinch is the catchy title of a new smoking tobacco which has just been put upon the market by the new Independent Tobacco Company of America, a concern whose plans and purposes were embodied in the announcement published in this journal sometime last January. The company has opened an office and downtown distributing station at 134 Lake street, where they have the first floor and basement. The first deliveries were made this week. The tobacco is similar to Tip-top in appearance and flavor. It is quite generally distributed, as the agents of the new company have been working industriously for some time to place the orders. Ed. Kolman is the manager of the new enterprise. I. Latzar is one of the principal officers of the company, which numbers many influential people in its membership, it is said. It is co-operative in scope and detail and aims to make money for all dealers and stockholders.

The prevailing state of the leaf market here is one of stiff and possibly advancing prices. Poor crops and the buying by large interests are said to be responsible for the apparent scarcity of good leaf. Several firms are well supplied—in fact, all have taken time by the forelock to a greater or less degree,—but they realize the situation and are not letting go of the goods save when satisfactory prices are offered. Taussig & Company are making a strong play on the Florida leaf.

Rudolph Seifert, whose store at the northwest corner of La Salle and Randolph streets has been leased to the United Cigar Stores Company, will move to 103 Washington street, in the Reaper block.

Wholesale conditions are more than usually good. The country is opening up, and the recent spell of freezing weather following the rain and mud of the past few weeks, has enabled the dealers to make passage of the country roads and to refill depleted stocks. The spring outlook for crops and in all of the various industries has seldom been better.

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.
DIRECTIONS
Add one part of Keeler's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.
The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., give the best results.

NOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 94

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

THE GLOBE CIGAR CO.
Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

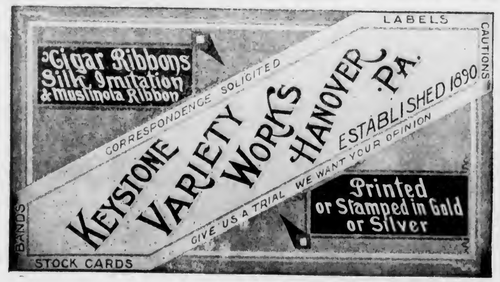
LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.
CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices



Your correspondent on his rounds called on some of the representative retail cigar men. One gentleman expressed the opinion that trade is dull.

"Business is flat," said he. "There is nothing doing. I don't believe this $1,000 saloon license is going to help things in Chicago any, either. It will force the little, respectable fellows out and the little, disgraceful fellows will manage to clean up enough suckers to stay in business. That will mean that the wholesale cigar men will have a harder row to hoe. It will mean, too, that some men will be forced out who should remain in, and will not decrease the saloon customers As far as the retail cigar man is concerned, he does not care except that a wide-open town is generally a lively town. I hope they will get good railroad rates in here this summer; that will help a lot, for just now, as I said before, things are slack."

Another proinent cigar man declared that trade is just as good and probably a little better than it was at the corresponding time last year and the year before.

"The trouble with some of our friends in the business is that they are a lot of croakers. They do a phenomenal business for a few days or weeks and then when business gets back to the normal again they set up a holler and want to reform something. They expect things to stay at the top notch all the time, but that's a physical impossibility.

"Now today the weather is wet and blustery; not many people on the street, and those who are out hurry by. The wind takes their breath and the snow gets into their eyes and down their collars. They can't smoke comfortably on the street. The transient trade under these conditions is not so good as it is in pleasant weather. But we get our regular customers just the same. They come in and buy their two, three, five or ten cigars or their boxes and take them home. I think our business here figures up better than it did at the corresponding time a year ago. The first fifteen days of March have been better than either the first fifteen days of January or February."

If there were more of the spirit of reciprocity among the independent cigar men it would be difficult for the United Cigar Stores Company to get so many of the choice down-town corners. I heard the other day that a store almost in the heart of the city which did a good business was leased by the U. C. S. Company from under the feet of the present holder for only $500 a year more than he is paying at the present time and his present rent is by no means exhorbitant. If the store is worth that much more to the successful bidders it is worth more than that to the independents. The deal was closed, however, before anyone knew of it.

Now comes the argument, voiced by a man who knows the cigar business and conditions from A to Izzard: "If the cigar men generally had known of this deal before it was concluded the chances are that they at least could have forced the trust to pay a good handsome figure for the place. It is a good corner and will bear a good rental. If one of the independents got it it would have been a good investment. As it is, the opposition secured it at a very reasonable figure; they will make money there and still further intrench themselves. It is so with some other places they have secured. If they can make money, so can we. What's sauce for the goose is sauce for the gander. They have got the organization, the confidence and the money; we have some money—enough to lead them a merry dance and pull out some of the plums—but we haven't the confidence in each other nor the close organization to back it."

The Chicago Leaf Tobacco Merchants' Association, the Cigarmakers' International Union, The Cigar Dealers' Association of America, the Union Cigar Manufacturers and the Non-union Cigar Manufacturers have formed an organization and for the want of a better title have named it the Allied Interests. This organization meets on call, whenever there is something doing in the trade. It helped to engineer the forces which defeated the Philippine Tariff Bill, and now is working industriously on a plan to coordinate the forces of the trade and focus them upon the pushing of independent cigars and tobacco. It also has designs upon the corporate life of the tobacco trust.

To these ends a committee composed of one member from each of the various interests represented has been appointed to determine the amount all the organizations will guarantee each month for the purpose of paying men to represent the independent tobacco and cigar interests before the organized labor of the city and eventually to take in a broader scope, and to pay the expense of securing evidence against the alleged tobacco trust. This committee has not yet reported and the date of the next meeting is dependent upon the celerity of the committee in securing the information required.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

PUBLIC SALE—Will be sold Saturday, March 24, 1906, at 2 o'clock, P. M., at the salesroom of W. S. Rhoads, Auctioneer, No. 18 North Hanover street, Pottstown, Pa., the five-story stone and brick factory building lately occupied by Shively, Miller & Co.; cigar manufacturers. Dimensions, 38 x 145 feet. The building is modern, erected in 1902, exceptionally strong, and suitable for any industrial manufacturing purpose.

For further information apply to the auctioneer or W. P. Young, Atty. 3-14-h

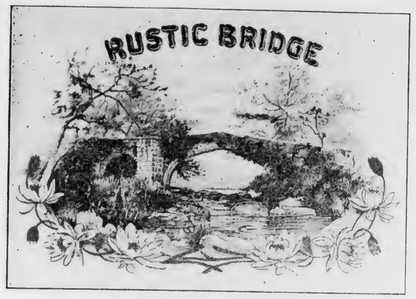
WANTED—Every cigar manufacturer to know that I am selling the Very Finest Light First Length Sumatra in the market at **$3.20** per pound Sold in lots of one pound or more. J H. SPERA, Ephrata, Pa. 3-7-a

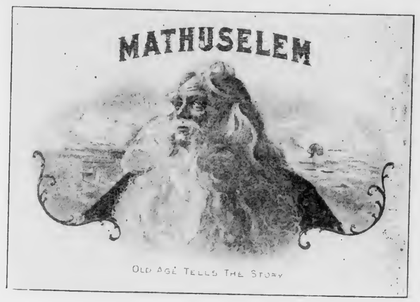
SALESMAN, well acquainted with the cigar trade in New York and New Jersey, desires a position with a good firm Address HUSTLER, Box 60, care of The Tobacco World, Phila. 3-21-c

WANTED—A reliable house to handle from 15,000 to 20,000 scrap cigars per week. Address A. B., Box 59, care of The Tobacco World, Phila 3 21-a

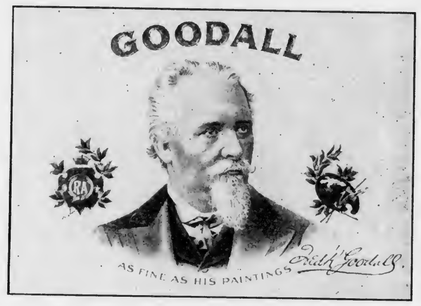
CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

W. A. LAHR





Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.

Samples Free to Responsible Houses.

A Chat With You, Mr. Manufacturer, and What It Means.

We have in the past few months been selling a line of **Imported Sumatra** that has proven a big moneymaker for whoever bought it.

It is a Large Second Size, Rich Medium Brown Color, of excellent burn and taste, at the low price of **$2.55 per pound.**

When we say, Mr. Manufacturer, Buy it and we save you money, we *know* what we are talking about, for a small army of satisfied customers sends us duplicate orders every day. Why not join them? ***WRITE FOR SAMPLES to-day, now, while you read this.***

Special Price on Bale Lots.

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers & Retailers of Cigar Leaf Tobacco,

240 Arch Street, Philadelphia.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

AND

Growers of GEORGIA SUMATRA

142 Water St., New York.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders

Cigars made strictly of the very best

VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

WINTER REIGNS IN BOSTON.

Knocked Business For Last Week, But of Course Won't Last.

Boston, March 18.

Winter is now having its innings, and blizzards abound from land's end to mountain height carrying discomfort in their train and rendering the fireside a comfortable spot to occupy. Consequently this week was a dull one in the cigar and tobacco trade.

Dealers believe, however, that this is the dull season before the usual spring acitvity and are confident that business will be brisk from now on. In any event they are not complaining as the winter season has been as good as in many years.

From observation, none of the jobbers are working overtime, in short many have taken advantage of the matinee performances at the various theatres and the same could be said of the retailers.

The American Tobacco Co. has withdrawn some of their cigarette drop shipment and gratis deals as they have pretty nearly loaded up every dealer with their goods.

A unique piece of advertising which attracted considerable attention was executed by the U. S. Tobacco Co. The local salesman has been visiting the trade this week and had with him a very handsome Boston terrier. The dog wore a Happy Hooligan hat and had a corn cob pipe in his mouth, while he was covered with signs advertising the firm's plug smoking "Worker".

The American Tobacco Co. is having a vigorous campaign on their Royal Bengal brand. Nearly 60,000 samples have been distributed in the many Boston theatres and at the Auto Show. J. Pearlstine, the district manager of this brand is here with a crew of men who intend to make a thorough canvas of the retail trade, and as a special inducement to help the goods along the American Tobacco Co. is offering to the jobbers' salesmen a rebate of 50 cents for every 1,000 they sell and the orders must be sent in to Mr. Pearlstein to be countersigned.

Things were looking different when I called on Rosenthal Bros., our prominent Hanover street jobbers. It seems they are retiring from the Quincy and Pippin business and they have made their entree in the clear Havana cigar business. They have recently taken on the Mi Ria brand of E. Kline, of New York.

The Warman Cigar Store on Water street, owned by the Vista Hermosa Co., is reported by their manager, Arthur J. King, as doing a nice business. This concern handles all the popular brands of clear Havana cigars in conjunction with their own importations. The Vista Hermosa is their largest selling brand, as this cigar offers itself in twenty different sizes and at all prices.

At A. H. Hall's, agent of Geo. L. Storm's cigar in this territory, can be seen a large display of Joan of Arc, an invincible with a Sumatra wrapper, retailing at 5 cents; Hall enjoys a good sale on this brand.

The main feature at Mandels this week is Turkish Delight, a Turkish cigarette selling 10 for 10 cents. The Khedivial Co.'s representative, Charles Bryant, has installed in Mandel's store an elaborate show of this brand which has attracted the attention of the trade as well as the passerby. Mr. Bryant is an expert window dresser, and a good salesman. He was for a long time employed by H. Traiser & Co., as window dresser to advertise their Pippins and Harvards.

Billy Rosenfeld, the Union Leaguer, is ever on the alert for business and can be seen daily among the trade asking the dealers "how many." Billy has now a new brand on his list, the Margarita, and it ought to be a seller. At this writing I have only seen it at Mandel's on Cambridge street, but I suppose Billy feels that when he places a brand in Mandel's there is no need of further work on that brand.

What was before a rumor is now a fact, that the United Cigar Stores Co. is about to occupy the store corner of Harvard and Court street, as a sign can be seen to that effect. This store was originally opened by the Goodwin Sisters, afterwards operated by Geo. S. Harris, and both of these good people were unable to make this place a paying proposition. The United Co. must have a lot of confidence in itself.

The trade has received notices from the manufacturers of the Tremount cigar that upon April first the price of the Tremount will be advanced $3 per thousand to meet the high price of desirable Havana.

George Rozantes, the manager for Peter Rozantes is meeting with astounding success.

L. D. Mayhew, who was for a long time business manager for the American Tobacco Co. in New England, is expected in town next week. Mayhew is now manager of some department of the American Tobacco Co. in New York State.

The Old Reliable Bostonia is once more before the public eye. This cigar has increased in sale tremendously in a short time. J. Greener is their city salesman and he is reported as doing some very nice work.

Jack Josephs, of Robbins & Roitman, is bringing in some heavy orders for the firm. Jack was recently connected with Bieringer Bro. Co. where he obtained his experience.

The Strauss Cigar Co. is featuring this week the Union League at 5 cents straight.

The Norma Cigar Co., of Federal street, is the third firm in this city to offer a 50 cent pack of playing cards with every pound box of English Curve Cut at 75 cents and from signs that I saw on the outside they must have done a considerable business under this offer.

A very pretty and expensive piece of advertising, a cigar cutter with a clock attached, advertising the Rosewin 10 cent cigar, can be seen in many stores; it would be an attractive fixture in any store.

ALFO.

MOST OF LEAF NOW IN LANCASTER

Packing Houses Have Been Rushed by Lively Deliveries

Lancaster, Pa., March 19.

The last remnants of the 1905 crops, which have so far been bought by packers, are now being delivered to the warehouses here. The arrivals of tobacco from York County districts are now somewhat diminishing, as it is believed that the greater portion of those goods is now on hand.

For the little tobacco that remains in the farmers' hands, immense prices are being offered, which it is stated are as high as from 16 cents to 18 cents.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463

CAPACITY 75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

REGISTER YOUR TRADE MARKS in The Tobacco World Registry Department.

The Red Devil
always pays
highest price for
First-class
Cuttings and Strips
Send sample
The Red Devil
Cincinnati, Ohio

THE DAISY
Tobacco Cutting Machine

For the Use of
Cigar Manufacturers
The above cut represents the
Improved Greater Daisy Tobacco Cutting Machine
which is the Standard of all the Tobacco Cutting Machines, and is the Original Machine for cutting the tobacco twice in one passage. It will cut the leaf with or without the stem. The Cutters are made of three steel rollers, are well built by skilled workmen only, and it is The Daisy in any cigar factory. The capacity of the large power machine is 2½ to three cases per hour. Apply for prices to
P. E. SHIRK, Manufacturer, Blue Ball, Pa.

While there have been a few sales of the 1905 crops, the movement has not yet become by any means general and indications certainly do not point that way, for it is only the bulk sweated or force sweated that are in anything like a marketable condition. The packing houses are very naturally still crowded with work because the tobacco was delivered at such a lively rate that it could not possibly be put away as fast as it came in.

B. M. Mowery, local manager for Elias Bach & Son, of New York, last week received a crop of four and a half acres from John E. Kauffamn, who resides near the Gap, for which was paid $1,261.87.

I. H. Weaver is kept more than ordinarily busy between looking after his extensive packings and the erection of a handsome new residence, for which ground is just being broken.

A. B. Hess is putting up a packing of about 1,500 cases of the very finest crops that are obtainable.

The cigar trade in general appears to be slacking off somewhat, and while orders are still continuing to come in, the demands are by no means as urgent as they were a little earlier in the season. That it has not yet very seriously affected the manufacturers is evidenced by the fact that the cigar box people are kept fairly on the move.

We understand that a new leaf tobacco house is to be opened in this city at an early date, which will be conducted by an out of town party.

The new factory building of John Slater & Co. is progressing fairly well, but will not be ready for occupancy for some weeks.

NO PROFIT ON CHEAP CIGARS.

Manufacturers Around York Up Against Hard Problem.

York, Pa., March 19, 1906.

The cigar trade of this section, generally speaking, is in a fairly good condition except that the very cheapest goods cannot longer be produced at a profit.

This is exactly what was predicted in these columns months ago, when it was pointed out that manufacturers must get higher prices or it would be only a matter of time when they would be obliged to stop operations entirely.

Noah Gillen, of Gillen & Granat, has returned from a several weeks' stay in Connecticut where he secured a considerable lot of tobacco.

J. P. Colgan, of the Amsterdam Sumatra Co., of Philadelphia, has been circulating in the trade here for a week, and was fairly fortunate in capturing orders.

T. D. Hene, of Wedeles Bros., Chicago, has returned to the York office, and is again shipping out goods as fast as they can be gotten in; he complains only of not having as many goods as he would like for his customers' needs.

John F. Schnupp, with L. G. Haeussermann & Sons, Philadelphia, is here on his first trip since returning to that house.

Max Kalisch, a cigar manufacturer of Red Lion, is in financial difficulty, and has gone into bankruptcy. Assets are variously estimated at from $400 to $1,200 and liabilities probably $5,000 or more. T. E. Brooks has been appointed trustee of the estate.

Smith & Sheffer, of Hanover, have done a very large business in this section of late. Mr. Sheffer of the firm was through Red Lion and vicinity last week.

B. S. Taylor, of Yoe, has lately received about two carloads of tobacco consisting mostly of filler and binder goods.

The Kohler-Snyder Co., of Yoe, are booking orders at only a slightly advanced price in conformity with the rapidly increasing cost of raw material.

John W. Minnich, of J. W. Minnich & Son, was spending last week in New York and Philadelphia on a business and pleasure trip. John Fiddler, with the same house, has also just returned from a week's business trip through the State.

Jacob H. Spatz, a Dallastown cigar manufacturer, has been in poor health for some time, but is now much improved.

J. F. Reichard, of Craley, has been among the most active of local leaf dealers for the past few months, and has handled a large quantity of tobacco.

John H. Greenly, of the Iona Tobacco Co., of Lancaster, has been buying considerable quantities of cuttings lately in this section.

W. H. Snyder & Co., of Windsor, have a superabundance of orders on hand for their product; their trade was never before much more active.

C. A. Rost, leaf dealer of Red Lion, left last week on a business trip in Connecticut.

Geo. A. Kohler, of Yoe, has just moved into a handsome new residence.

H. F. Kohler, the well known manufacturer of Nashville, has returned from a short stay in Southern resorts for the benefit of his health.

—Enoch Perkins & Son Co., tobacconists, of Boston, have been incorporated with a capital of $50,000, by Enoch Perkins, Francis T. Perkins and Wm. E. Mumford.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
100 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, SUMMER SPANISH, LITTLE DUTCH and GERHART.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

Cable Address: "BUCKY" Arnold's Code No. 5
J. M. BUCKNER, JR., & CO.
Leaf Tobacco Dealers, Exporters and Manufacturers
917-921 W. Jefferson St., Louisville, Ky.
Dealers in Cigar Fillers, Binders and Wrappers
Manufacturers of AFRICAN and BLACK FAT TOBACCO for export
Packed in Hogsheads and Cases
Correspondence solicited Samples sent on approval

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

IMPORTANT FACTS CONCERNING TRADE MARKS.

Information Which Will Assist Manufacturers or Dealers in Selecting Names for their New Brands.

Every cigar or tobacco manufacturer controls a greater or less number of brands, and is constantly establishing others; yet a large proportion of them have never taken the trouble to acquaint themselves with the necessary information on this point which will enable the manufacturer or dealer to select, devise and protect a brand name or trade-mark without making mistakes.

An interesting article by C. Augustus Dietrich, in "American Industries," contains a number of facts which it is to every manufacturer's interest to know. Mr. Dietrich says:

According to the writer's mind, the ideal trade mark is a simple one, and the simpler it is the better. Where the trade mark is to consist of a pictorial representation composed of an object or group of objects, it should be reduced to its simplest form and the smallest number of elements or parts possible. Where the trade mark is to consist of a word—and most of the best trade marks in use today do— it should be a short, arbitrary one; that is to say, a word which does not in any way describe the character or nature of the article upon which it is to be used.

In regard to the selection of a pictorial device to be used as a trade mark little need be said, except that the number of such devices is legion, and as a rule they embody valid, legal and registrable subject-matter. With words, however, it is much different.

In selecting or coining a word-symbol the mistake is frequently made of adopting one which is either non-euphonious or difficult to pronounce. A word possessing either of these defects is worse than useless and had best be abandoned at the earliest possible moment, for a customer cannot ask for one's goods if he does not remember the name, or will not ask for the goods if he is ashamed or fears to pronounce the name. In either case the result is the same to the manufacturer and a sale is lost.

In the writer's opinion the word "Uneeda," coined by the National Biscuit Co., and applied to their soda crackers, represents an ideal trade mark, since it possesses all the good qualities and none of the bad qualities heretofore referred to. Let us analyze this word-symbol in order that its good qualities may be more fully understood and appreciated.

First, the word is purely arbitrary, since it does not in the slightest way, shape or manner indicate, or even suggest, the nature or character of the article upon which it is used; the quality of the article, or by whom it is made; second, it is short; third, it is euphonious; fourth, it is easily pronounced, and, what is still more important to the manufacturer, easy to remember, a vital quality too often entirely lost sight of when adopting a trade mark.

On the other hand it is just as important to know what cannot be appropriated lawfully as a trade mark, and in this respect the law declares that a trade mark possessing any of the following characteristics will not be accorded registration, and such a one is very often invalid or incapable of exclusive appropriation.

1. If it consists of or comprises immoral or scandalouus matter;

2. If it consists of or comprises the flag, coat of arms or insignia of the United States, or any simulation thereof, or of any state or municipality, or of any foreign nation;

3. If it is identical with a registered or known trade mark owned and in use by another, and appropriated to merchandise of the same descriptive properties, or belonging to the same general class, or which so nearly resembles a registered or known trade mark, owned or in use by another, and appropriated to merchandise of the same descriptive properties as above, as to be likely to cause confusion in the mind of the public, or to deceive purchasers;

4. If it consists merely in the name of an individual, firm, corporation or association. (Such name, however, will be accorded registration if it be written, printed, impressed or woven in some particular or distinctive manner, or associated with a portrait of the individual.)

5. If it consists of words or devices merely which are descriptive of the goods with which they are used, or of the character or quality of such goods.

6. If it consists of words which are merely a geographical name or term.

7. No portrait of a living individual may be registered as a trade mark, except by the consent of such individual evidenced by an instrument in writing.

Certain exceptions are made, however, where the trade mark has been in actual and exclusive use by the applicant or his predecessors from whom he derives title for the period of ten years preceding February 20, 1905.

Of the above, paragraph three, referring to the imitation of a known trade mark, calls for the most careful consideration and attention, since it is the use of a trade mark imitating or so closely resembling the known mark of another that constitutes infringement, and renders the imitator liable to suit for heavy damages. In connection with this the manufacturer should bear in mind always that a trade mark considered from a legal standpoint, will be held to be an infringement of a known trade mark of another, if its general appearance is like the original, and this

E. ROSENWALD & BRO.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT
A FULL HAVANA
FIVE-CENT CIGAR

Medal Awarded for Quality and Workmanship—St. Louis, 1904

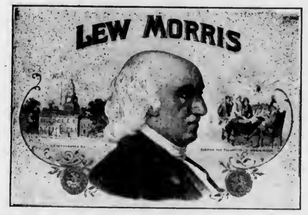
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WHEN QUALITY COUNTS



5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
Minneapolis, Minn.
Fine Union-Made Goods a Specialty.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf-Tobacco
WRIGHTSVILLE, PA.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

may often be the case, even where all the component elements of the imitating or infringing mark differ from those of the original.

This mistake is frequently made by many who believe that, by merely altering the details of a known trade mark, and retaining its general effect, they can avoid the charge of infringement. This, however, is not so, for the court in determining a question of infringement is governed largely by the general appearance of the whole—the tout ensemble, and if both the original and the imitation when subjected to such test leave the same impression upon the mind the imitation will be adjudged an infringement of the original, and its further use prohibited and enjoined.

OPEN AUCTION OF DARK TOBACCO.

Protective Association Believes New Plan Will Attract Many.

It has been decided by the Dark District Planters' Protective Association of Kentucky and Tennessee to hold open auction sales at Clarksville, Hopkinsville, Mayfield and Springfield, and it is believed these sales will atttract many to the association who have been holding off because the previous sales have been private.

There will be no change in the method by which the Association members prepare their tobacco for market; prizing will be continued as at present in operation. The growers are privileged to sell their tobacco to any of the above named markets by sending the prizers' samples; the hogshead to be stored where the grower elects. These prizers' samples will be classed and priced by the Association salesmen and if when offered on the open market do not bring these prices, will be rejected by the salesmen in charge.

The Italian, French, Spanish and Austrian Regies will be allowed to buy from the executive committee by classification if they desire to do so before the sales begin.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

a big name" will bring him in more profit on account of quicker sales, the retailer can hardly be denounced for taking advantage of that fact; if he is now given a chance to do a good turn for the domestic manufacturer without harming himself in the least, however, he will show himself pretty small potatoes if he doesn't make good.

The manufacturers have been most discouraged because they have felt that it wasn't any use to make an earnest effort to turn out goods of high quality; they complain that their customers have ignored the good lines, and bought only the cheapest goods to fill in with.

It is easily understood, then, why the British smoker has a poor opinion of the home-made cigar, if he has had nothing offered him but a smoke that is little better than our twofers. If he gets a chance to learn to like the British product at its best, it may make more than a little difference to Havana manufacturers. THE OLD SALESMAN.

NEW CO-OPERATIVE TOBACCO CO.

The Schmitt Bros. Tobacco Works has put a plant in operation at Chicago and Broadway streets, Milwaukee, which is being run on a co-operative plan, nearly all the retail grocers of Milwaukee being stockholders. These will buy from the company at prevailing market prices with a rebate. The concern is capitalized at $20,000. M. F. Schmitt, formerly with the Leidersdorf-Schmitt Co., and former president of the Hansen-Schmitt Co., is head of the new company.

PATENTS RELATING to TOBACCO, Etc

814,937 Cigar tip cutter; Everett E. Bussey, Cambridge, and H. D. Waterhouse, Quincy, Mass.

814,784 Cigar box; James R. Hinkson, New York.

814,908 Conveyor band for cigarette making machines; Philipp Hummel, asssignor to M. Hummel, Strassburg, Germany.

815,093 Tobacco curing apparatus; Charles H. Keeney, Hartford, Conn.

815,219 Cigar cutter and lighter; Wm. Rooll, Los Angeles, Cal.

814,738 Machine for making paper mouthpieces and applying the same to cigarette tubes; Ivan Semenoff, St. Petersburg, Russia.

814,745 Safety match box; Ralph L. Storm, Waterloo, Ia.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

WM. STEINER, SONS & CO.
Lithographers,
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. — IMPORTERS OF HAVANA — 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Hand-Made

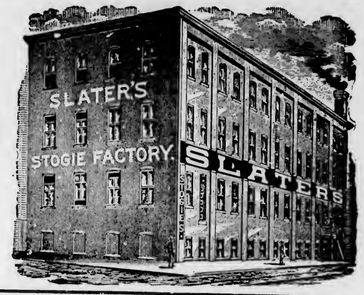
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.



SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited — Advances Made

Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

Le Droit Building, WASHINGTON, D. C.

CORRESPONDENCE SOLICITED.

Business Changes, Fires, Etc.

Connecticut.

Suffield.—H. C. Miller, cigar manufacturer, petition in bankruptcy.

Thompsonville.—J. Guy & Son, manufacturers and retail cigars, atttached.

Waterbury—Aug. Bretthauer cigars, real estate mortgage, $5,000.

Willimantic.—P. F. Sheehan, cigars, etc., damage by fire and water.

Idaho.

Mullan.—D. Flynn, cigars, etc., sold out to T. Flynn.

Sandpoint.—Fred L. Keller, cigars, etc., chattel mortgage, $300.

Illinois.

Chicago.—E. Fernbach & Son, cigar manufacturers, succeeded by Fernbach & Rothschild.

Elgin.—O. A. Olsen, cigars and confectionery, sold out.

Indiana.

Fort Wayne.—Harry Tolan, cigars, etc., mortgage in possession.

Indianapolis.—Oscar G. Kingel, cigars, real estate mortgage, $800.

Wabash.—T. W. Widener, cigars, sold out.

Iowa.

Monticello.—Louis Starry, cigar manufacturer, succeeded by J. D. Klosterman.

Massachusetts.

Boston.—Elizabeth Chamberlain, cigars and tobacco, chattel mortgage, $400, discharged.——John J. Moulton, cigars, etc., chattel mortgage, $115.

Greenfield.—A. R. Willard, cigars and tobacco, damaged by fire.

Lowell.—Joseph Rawnsley, cigars and tobacco, chattel mortgage, $250, discharged.

North Adams—George Russett, cigar manufacturer, chattel mortgage, $850.

Michigan.

Marshall.—Elk Cigar Store, not inc., cigars, tobacco, news and billiards, petition in bankruptcy.

New York.

New York City.—M. Foster & Co., cigar manufacturers, Meyer Foster dead.——The B. Raap Trading Co., wholesale cigars, petition in bankruptcy.

Oneida Castle—Goodenough & Brown, cigar manufacturers, succeeded by Addison B. Brown.

Ohio.

Lima.—C. J. McCune, cigars, deed, $600.——C. A. Negelspach, cigars, sold out.

Middletown.—Wm. J. O'Connell & Co., wholesale and retail cigars and liquors, W. J. O'Connell dead.

Youngstown.—Pollock & Weinberger, wholesale and retail cigars and tobacco, succeeded by The Pollock-Daugherty Co

Pennsylvania.

Dunmore.—Martin V. Seekins, barber and cigars, succeeded by Reinhart Bros.

Middletown.—Frank D. Slack, cigar manufacturer, satisfied real estate mortgage, $600.

Texas.

Fort Worth.—Fort Worth Cigar Co., chartered, capital stock $5,000.

Washington.

Cheyney.—J. P. Lasher, cigars, stationery, etc., sold out to Dubon & Adams.

Spokane.—W. R. Sims, cigars, sold out to J. W. Scott.

Tacoma.—F. A. Pellegrin, cigars and confectionery, succeeded by Pickford & Fox.

Vancouver.—C. S. Burchfield, cigar manufacturer, bill of sale, $450.

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed,

WEEKLY CAPACITY 20,000 BOXES.

Phone Connection.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia

Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

CARPENTER WORK

SHELVES and FIXTURES a Specialty

Jobbing in all its Branches

JAMES A. ALLEN

Stencils, Metal Checks

All Kinds of

Rubber Stamps, Etc.

244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS

Quaker City Stencil & Stamp W'ks

Incorporated

234 Arch St., PHILADELPHIA, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of

American Tobacco Co.

American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

Blackwell Durham Tobacco Co.

Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

METAL EMBOSSED LABELS — METAL PRINTED LABELS

ENGRAVING — EMBOSSING

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING — SPECIAL DESIGNS

Brilliant as Diamonds,

Fragrant as Roses,

Good as Government Bonds,

Are the CIGARS of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.

"S. B." Half Havana, ... 5c.

"S. B." Little Havanas, ... 5c.

"Honest Bee" . . . . . 3c.

"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U. S. A.

Sole Owners and Manufacturers.

OLDEST MANUFACTURERS OF

PEACH and PRUNE {ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS,

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars.

Guaranteed to be the Strongest and Best.

Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

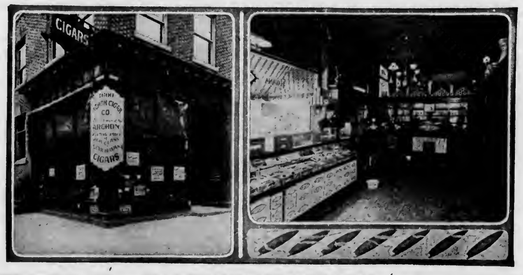
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

ARCHON
Pronounced "AR--KON"
Means: Superior--To Be First--A Ruler--Supreme

ARCHON CIGAR CO.
1600 Arch Street,
PHILADELPHIA, PA.
Importers and Jobbers of...
Clear Havana Cigars

Manufacturers of
The ARCHON
Formerly Ten Cents, Now Five
Banded

Distributors Wanted Everywhere

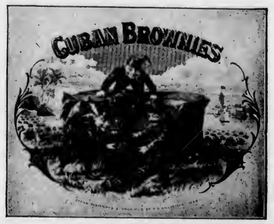


OUR WHOLESALE AND RETAIL STORE

We have called it ARCHON because it fully represents the meaning of the word.

Made of the Finest Tobaccos by Skilled Workmen. Blended of Various Flavors and Strengths so as to produce a Cigar that Connoisseurs pronounce Mellow, Fragrant, and Satisfying. . . . .

A. D. KILLHEFFER, MILLERSVILLE, PA.



Maker of **High Grade Cigars.** No Salesmen. Communicate with Factory.

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THE TOBACCO WORLD

Established in 1881.
Vol. XXVI., No. 13.

PHILADELPHIA and NEW YORK, MARCH 28, 1906.

One Dollar per Annum.
Payable in Advance.

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

Our holdings of
Over 1200 Bales
NEW SUMATRA TOBACCOS
Now Ready for Inspection

It will pay you to look over our line of both Old and New

H. DUYS & CO.
170 Water Street, New York City

De Amsterdamsche Tabakshandelmaatschappij, Holland

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

CHALLENGES COMPARISON.

White Knight 5-cent Cigar MADE BY Morris D. Neumann & Co. PHILADELPHIA, PA.

Vesper CIGAR Clean as the Food You Eat

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co. Manufacturers, 615 Market St., Philada.

(NICKELBY, 5c.)

SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS PHILADELPHIA BOSTON

JOSEPH HOLLARD & SONS
Makers of
Hollard's Premiers
Franklin Club
Luxury
and NUMEROUS PRIVATE BRANDS
Seal Cigar Factory
2203 South Street, Philadelphia
Hollard's

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MF'G CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

SETTLEMENT OF ASSO.'S AFFAIRS.

Assets of New York Retailers' Organization to be Distributed.

New York, March 23.

Settlement of the tangled affairs of the New York Retail Cigar and Tobacco Dealers' Association is nearly at hand and will follow upon the filing of his report by Receiver Olcott and the appointment by the Court of a trustee; the assets will then be distributed. It is regarded probable that the present receiver will be appointed trustee.

Nothing more definite has been made public regarding the extent of the assets, but it seems very unlikely that the creditors will realize more than thirty per cent of their claims and it will be no great surprise if the settlement made is less favorable than that. The entire affair has made an unsavory impression and it will be some time before the local trade ceases to deal with the subject as the most spicy current gossip.

The most unpleasant element of the affair arises from the assertions made by some creditors that they extended their credit on the strength of statements and assurances made them which were not backed up by facts. It is said by some of those who will lose money that they were given assurances that they would be paid dollar for dollar, by persons who should have known everything to be known of the Association's finances and who therefore ought to have known better.

An interesting point of contention is the proprietorship of the brand, Association Seal; this matter will doubtless be taken into the courts on account of the claim made by the Montauk Cigar Company that the brand is its property against the claim by others that it is the property of the Association. The receiver some time ago secured an injunction preventing the Montauk Cigar Co. from attempting to do anything with the trade mark until the matter is settled.

The case is further complicated by the action of some creditors in bringing suit against Robert E. Lane to recover on goods sold to the Association or to Mr. Lane, who owns the majority of stock. It is urged that Mr. Lane at times purchased goods through the Association, of course having them delivered at his own place. It would seem that if these suits are allowed they will serve to prefer the creditors bringing them, which would probably be considered by the Court as an unjust discrimination against the other creditors.

Various schemes have been proposed from time to time since the Association went up in the air, to adjust matters so that every one will receive the best possible share of benefit, but nothing has been definitely arrived at and will not until the trustee is prepared to exercise the functions of his office.

CENTRAL CIGAR CO REMOVES.

The Central Cigar Co. has removed its headquarters from Belle Vernon, Pa., to the corner of Forbes and Marion streets, Pittsburg. The company will continue to carry a line of imported and domestic cigars, pipes and smokers' articles.

CRUDE, BUT HAS FINE PROSPECTS.

Philippine Tobacco Merely Awaits Opportunity to Develop.

Louisville, Ky., March 23.

Apropos of the constant assertions of Secretary Taft and his supporters on the Philippine tariff bill that the tobacco industry on the Islands doesn't amount to anything and need cause the trade in the United States no fear for the future, is an article by Hamilton Wright, printed in the Louisville Herald. The correspondent writes that for 101 years, from 1781 to 1882, tobacco production on the Islands was a monopoly of the Spanish Government, and so great were the revenues yielded by the monopoly which was limited to the valley of the Cagayan, that when abolished in 1882 it was paying half the enormous expenses of the insular government. For more than 150 years tobacco has been raised commercially in the great Cagayan Valley of Northern Luzon.

"Despite the fact," says Mr. Wright, "that the methods of raising tobacco have been crude, almost primitive, so favorable have been the natural conditions of this great valley where tobacco is grown that to-day the tobacco companies operating in the Philippines are among the most prosperous concerns in the islands. The largest company, a Spanish tobacco concern organized in 1882, pays dividends on a capitalization of 36,000,000 pesos or $18,000,000 gold. Two other companies have just declared annual dividends of 32 and 35 per cent. each.

"The best tobacco in the Cagayan valley is grown on the overflowed land. The Rio Grande de la Cagayan is at once the Nile and the Mississippi of the Philippines. Rising in the mountains of Central Luzon it flows north between two parallel ranges of hills that gradually widen out, until finally it reaches the China sea at Aparri, the northernmost port of Luzon. As soon as the ovreflowed land is fairly dry it is time to begin transplanting tobacco.

"Young tobacco plants are taken out from the seed bed, and transplanted early in February, but on hilly lands which are not overflowed the young plants are set out in December. At the time of transplanting the young tobacco plants are six weeks to two months old, and stand from eight to eighteen inches in height.

"Some of the finest tobacco ever produced is now being raised in the Cagayan valley under shade, just as is done in Connecticut, and with splendid results. But it is really not necessary to have shade. When the tobacco plants have ordinary care and attention, the tobacco industry of the Philippines is not exceeded by any branch of tropical agriculture."

DEMONSTRATION FARM IN TEXAS.

L. H. Shelper, the pioneer tobacco expert of Texas, has plans on hand that contemplate the development of a demonstration farm that will be worth millions to Texas. His knowledge of the tobacco culture makes him most valuable to the State through the tobacco growers.

A. T. CO. BUYS MENDEL CONCERN.

Sale Follows Death of Marx W. Mendel, Who Was Founder.

New York, March 22.

The American Tobacco Company has gathered in another large concern, this time in New York, and is expecting to assume charge at once of its new possession. The business purchased was that of M. W. Mendel & Bro., manufacturers of the well known Chancellor cigar, and the sale embodies the factory, good-will, etc. The price paid is not stated but a knowledge of the business done by the concern which has changed hands is evidence that the sum was a large one. The trade marks with all other property pass to the new owners.

It is understood that the trust will continue to manufacture and distribute the Chancellor brand and also the principal other brands manufactured by the Mendel people. This sale follows closely upon the death of Marx W. Mendel, head of the firm.

The company was established nearly a half century ago at 190 Pearl street, this city, and developed a large clientele so rapidly that it was soon compelled to move to larger quarters on the Bowery where it has done business for twenty-five years. The original firm consisted of M. W. Mendel and E. W. Mendel. The latter died soon after the firm moved into its present quarters.

TENNESSEE DEVELOPING YIELD

Gaining in Importance as Tobacco Raising State.

Nashville, Tenn., March 23.

Figures have been issued by the Interntal Revenue Collector of this district, of which Nashville is the central point demonstrating the growing importance of Tennessee as a tobacco raising State.

From this statement it is shown that in the first seven months of the Government fiscal year, beginning July 1, the yield of cut and smoking tobacco in this district was exceeded by only fourteen districts in the United States, and that its increase of yield over the previous year was exceeded by only ten districts in the Union.

During these seven months, ending January 31, the yield in this ditsrict was 1,789,953 pounds against 1,571,567 of the previous year, showing an increase of 218,186 pounds. In January alone the increase of the yield over last year was 88,703 pounds. The increase of the yield in the seven months in the other tobacco growing district of the State, of which Bristol is the district center, was 30,391 pounds.

Even more striking is the increase of the yield of cigars and cheroots in this district, the increase being for the same seven months 580,970 pounds. The yield in the first seven months in the fiscal year concluding with January of this year, was 5,672,947 pounds, against 5,091,977 of the same term of the previous fiscal year. The increase of yield in the other district was 10[illegible],050. The proportionate increase of yield of smoking and chewing tobacco in Tennessee is placed at 35 per cent, being the highest in the list of States.

CIGARETTE FREEDOM IN CHESTER.

New Administration will Let Boys Smoke on Streets.

Chester, Pa., March 24.

The small boys, large boys, and all others under the age of 21 years, think the recent election in this city was nothing short of Providential on account of the re-enactment of a cigarette law, which by the election of the new Mayor, or rather by the resignation of Mayor William H. Berry, practically makes the old law void, and the boys happy.

When Berry was elected Mayor, he issued an order prohibiting all men and boys under the age of 21 years, from using cigarettes on the public streets. Dealers were cautioned not to sell to anyone under the age set down and the sale of cigarettes took a tumble. The police were instructed to arrest any person under 21, seen using the "coffin nails." Several arrests were made, and fines imposed. The boys hid behind store boxes, hunted the outskirts and climbed in freight cars to have their little smoke. Now all is changed.

The police force is the same as under Mayor Berry, but the inauguration of the Republican regime with Mayor-elect S. R. Crothers at the head, gives the boys and men free use of the cigarette again on the streets, because Mayor-serving, Samuel E. Turner, who is filling the unexpired term of Berry, says he will not bother with anything so trifling, and the police knowing they have but another week or so to serve, as new men will take their places, do not bother themselves about the matter.

MILLIONS IN TOBACCO.

Wisconsin Packers Have Much Money in 1905 Crop.

Janesville, Wis., March 23.

More cautious tobacco buyers, though not fearing a break in the market, suggest that it is possible now, and in such event millions of dollars would be lost by southern Wisconsin packers, who have purchased heavily of the 1905 crop. The demand for Badger leaf remains firm and strong and there is no available stock stored in the east, but still there are those who believe that conditions might be reversed and the warehousemen would be left with thousands of pounds which they paid higher prices for than it would bring when packed. The American Tobacco Company has about completed assorting in its Wisconsin warehouses and the United Cigar Company will shortly finish their work in this line. The independent men have on the average several weeks' or a month's sorting yet.

BIG SNUFF FACTORY IN KENTUCKY

Hopkinsville, Ky., March 23.

The American Snuff Company has decided to erect an immense factory and warehouse upon its grounds here, formerly the Base Ball Park. The building will have a flooring space of 10,000 feet. The house will be a receiving depot for tobacco purchased from the farmers for the company's factories in other cities, and will cost about $50,000, and will work several hundred hands.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTAS D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1826
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SEED LEAF TOBACCO SUMATRA
147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

THE TIME IS NOT YET.

If Representative Tawney, of Minnesota, manages to get his anti-coupon bill successfully through, the law will certainly knock thunder out of the premium system, unless some of the bright legal lights who are paid for such purposes manage to find a way to get legally around it.

Those in favor of the bill are those who believe tobacco and cigars should be sold strictly on their merits and not with the snare of giving something for nothing. I don't think the time is ripe yet to knock out the coupon, and I'm sure I can't venture to say when it is likely to be ripe.

The system has become so firmly imbedded that a tremendous howl will go up from an army of consumers if their precious certificates are taken from them. They won't be able to see the argument at all. They now pay five cents for a cigar and receive a rebate in the form of a contract which has a definite redeemable value. Abolish these coupons and they will still pay five cents for the cigar and receive no rebate; and they will regard as very fishy, any statement that the quality of the cigar is better.

The premium system undoubtedly has its faults and in many instances has worked harm, but it has something to say for itself, and is not to be condemned without a hearing. It probably has a better argument for itself as adapted to the tobacco business than to any other.

It is a positive fact, for instance, that a great many consumers succeed in acquiring more or less valuable articles by this means that they would otherwise never come into possession of. It is a different proposition altogether from that which the grocer has to consider. He may feel that he has to soak up the price half a cent a pound here and there on an order of goods so that he can give the customer her trading stamps without suffering any loss himself; in that case the customer pays two or three prices for the flimsy rocking chair which she finally gets as a premium.

But the man who buys a cigar, expects to pay five cents or ten cents, or whatever price he usually pays, for it.

The same with other goods. If the quality has been altered to pay for the premiums he does not notice it, and whether or not he receives coupons, he would spend the same amount of money for what he purchases. That being the case, the premium when he gets it, is really a gift, for he gets it without having spent a cent more than he would have spent had he no coupons to show for it.

The only danger he runs of being more out of pocket is in the temptation to buy and smoke more in order to get the coupons faster; and that danger, I think is very slight for most men are ruled by buisness principles, and it is certainly not good business to spend five cents for something not needed in order to take advantage of a ten per cent discount, when the discount is a permanent thing.

The consumer may save the coupons himself, or he may give them to some female member of his family. At any rate, they are saved and finally redeemed for something which assuredly has some value, whether it is as great as supposed or not. It is probably the women who are doing most of the saving now, anyway, for the catalogues of premiums issued by the various manufacturers who offer them, seem to run largely to goods that can be expected to tempt the feminine eye, even including clothes for children.

That is the consumer's side and it is at least worth consideration by those who may have the fate of the coupon in their hands. The dealer or manufacturer who offers the premiums also has a side. Cigars, tobacco and cigarettes are sold on a very close basis. Prices are in the most part arbitrary and the quality of the goods sold probably comes as near being uniform as any class of merchandise sold.

Go to a dozen different stores in the same market and buy as many five cent cigars of different brands and they will all smoke pretty much the same. A noticeable distinction would probably be due to the way the dealer kept his stock or the length of time the cigar had been out of the factory.

To put the proposition in other words: Every manufacturer has to turn out about the best product he can for the money and with raw material and methods so much the same, the various products are bound to approximate. If that is true of the manufacturer, it is likewise true of the retailer. Suppose two men stock stores in the same market. If the stores of are equal size, and the buyers know their business they will wind up by having very nearly the same stock.

What, then, can one of these men

(Concluded on page 7.)

The Red Devil
always pays
highest price for
First-class
Cuttings and Strips
Send sample
The Red Devil
Cincinnati, Ohio

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

SPRING has once more arrived, and while it has not been very balmy so far it will be but a short time before the green things will bud and everyone will be happy. This season of the year should always be a particularly good one for the retailer and while considerable extra trade should come of its own accord, there are several ways by which the dealer can stimulate it.

Practically every man begins to stay out of doors as early in the season as he can and the influence of the weather is such as to cause him to treat himself better. He increases his luxuries, and the cigar dealer is one of the principal ones to benefit.

"As soon as I smell spring, I feel like going out and blowing myself," said one man to the writer. "I feel like 'we're only here for a short time and we might as well have a good time and be comfortable while we are' and I'll bet I spend more for things I don't need between winter and summer, than in twice that number of months any other time."

The retailer should recognize this spirit and meet it half way. For one thing, institute a thorough spring house cleaning. Tear your store inside out if necessary but rid the place of every speck of dirt. Spring is essentially the time for freshening up: a man buys a new suit, he has his house painted, his kids get their hair cut, and his wife goes through the house making a whirlwind which lasts anywhere from two days to a week in an effort to get all the dirt of the shut-in season out of the place.

Consequently, if a customer gazes through your door and sees the dinginess of the winter staring him in the face he will be repelled. And on the other hand, by achieving an unmistakable air of cleanliness and freshness you will enter right into his own mood and catch him.

This may sound to some dealers like trying to run a business on metaphysics and philosophy and perhaps it is. It is a long ago proved fact, though, that the most successful business men are those who have the best knowledge of human nature.

In line with your spring house cleaning, you can get very good results from advertising at this season. If your store is in a residence section, you should advertise by circulars sent through the mail or delivered at the door, and if you do business in the central part of the town you will do well to go into the newspaper. Remember one vitally important thing: the results depend entirely upon the way your advertising is prepared, the way it presents itself to the reader.

Don't think you have done all that is necessary when you have stated that you keep a full line of line cigars, cigarettes, tobacco and pipes which include such and such brands, and that you will be glad to serve the person who is reading the ad. The "we respectfully solicit your custom" style of advertising doesn't amount to a whoop in perdition.

On the other hand don't intimate that your store is the best in the world. There probably is a best store in the world, but the chances are largely against the probability that yours is it. Very few men are influenced nowa-days by extravagant statements.

If you are going to get your advertising facts together yourself, there is no better way to do it than by sitting down and having a long think about your store. Assume the position of the prospective customer and try to discover the things that the store can offer to attract you.

Argue this way: "I am under no obligation to this cigar dealer and he is asking me to become a regular customer, or at least to give his store a good trial; why should I do so?" If your store has any individuality at all, you ought to be able to find some good and convincing reasons, and one reason that makes an impression, is better than three or a half dozen that are forgotten as soon as read.

After you have separated the real reasons from the others take another think. From the consumer's standpoint, think once more of the sort of store you would like to patronize. You can't judge so arbitrarily by your own desires in this respect, but you can frame up a very good idea of the sort of treatment and goods that the average consumer would be pretty sure to like and appreciate.

Some of the inducements you think of will be out of the question for you to provide, on account of expense or for other reasons, but there will be some that you can put in force very nicely.

That being done, you have acquired the meat for your advertisement. Of course it is more or less trouble to prepare the ad. in this way, but that trouble, knowledge and thought is what the professional ad-writers get paid big money for.

Now if you are going to write a circular for distribution, first get your facts thoroughly organized in your mind and then write what you have to say the same as if you were going to talk it to the man you want to reach. Don't use big words, don't try to be formal, don't try to be too familiar, but be earnest. You have got something to say to the man; say it without any hot air and you will be almost sure of making a good impression.

If you are going to prepare an ad. for the newspaper you will have to be much more concise even. You will probably have only a little space but you must make that space talk loud. That is not to be done by filling it full of type; in fact that is just the way to kill it. But assume that you are face to face with a possible customer who as yet is not at all interested in you or your business, and that you have ten seconds to say something that will influence him. If you said "I sell all kinds of fine cigars" he would glance at you absent-mindledy and pass on. So do thousands and thousands of other dealers.

But you are in possession of a number of reasons why your store could attract him, embodied in the circular. You can't present them all in the ten seconds, so the problem is, which is the most moving, the most forcible? Perhaps you can get two or three reasons in your space without impeding your ad. but you must be mighty careful not to allow it to become clumsy. A shot gun has its uses but it will always be subordinate to a rifle which flings one bullet. The mistake that is oftenest made in preparing advertising for the retailer lies in the fact that the writer unconsciously takes it for granted that the reader will be as much interested as he is himself. What does the reader care? Not a thing. You've got to make him care.

If you've made a specialty of good service in your store, impress it on him; if you make a specialty of certain classes of goods, impress it on him; if you can make him a better price on certain goods than other dealers, impress it on him; if so and so is so, and therefore desirable, impress it on him. Don't harp on the usual things about your store; nobody cares about them. Tell him what you can do specially for him.

So now get after them. These are days and conditions that will not permit a man to camp out in his store and wait for things to come his way. They will let him wait just as long as his money or credit holds out but not a minute longer. "No reward without labor."

• • •

QUEER CUSTOMS HERE.

IF a cigar and tobacco retailer were to go to the Philippines and set up a shop among some of the natives, he would be tremendously puzzled for awhile as to what goods to lay in and what prices to put on them.

There is said to be no greater race of smokers anywhere in the world, and although as a rule, a low grade of goods is demanded, the demand is constant and steadily increasing. The people of the Cagayan valley where the most of the tobacco is grown, have very peculiar habits in their manner of smoking.

The men and boys smoke cigarettes or ordinary sized cigars, but the women of this district puff the "tobacco grande," a tremendous cigar from thirty inches to a yard or more in length. Often it is as big around as one's wrist, and one of these cigars will last a woman from one and a half to two days. Imagine a customer buying a cigar and lounging in the store until he had finished smoking it. The woman does not smoke the thing constantly, however, but puffs it going to market, and during her idle hours.

Everybody smokes apparently. Children, mere babies two or three years old, can be seen puffing away in a matter-of-fact, unconcerned way, and this is but natural, for from the time the little tots pick bugs off the young tobacco leaves until as old men and women they are shuffled to the grave, their whole lives are devoted to the tobacco industry. And there does not seem to be any such thing as "tobacco heart."

A GOOD IDEA.

ROSNER BROTHERS, cigarists on Market street, Newark, N. J., issue a neat little four page periodical called "Rosner's Smoke Talk." There are three pages (about 8 by 12 inches) of reading matter, and a concluding page advertising the goods which the Rosners handle.

While it is neatly printed on good paper, the expense is probably not great and in the writer's opinion it would stand being published every two weeks. The reading matter consists of verse and prose, all adapted, of course, to the smoker's interests and it ought to be an easy matter to keep the customer interested. The Smoke Talk is expected to bring new business, and that is one important reason why it should be issued oftener.

Suppose a casual customer takes or receives a copy of the paper and is faintly interested. He may happen in the store three or four weeks later and will be offered the same thing. That will end the influence of the Smoke Talk as far as he is concerned.

The back page bears three advertisements: a list of "all the year round specials" and their prices, "a few cigarette prices" and "our Saturday special." On one of the inside pages is a small ad. reading:

LET THE DOCTOR PRESCRIBE.

If you desire a mild cigar tell Rosner the Cigarist; if you prefer a strong smoke do the same. Let him make the selection same as you would ask the doctor to prescribe for you if you were sick—

THAT IS HIS BUSINESS.

• • •

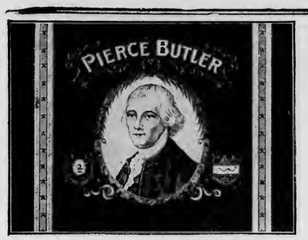
USE TACT.

IF you happen to be out of a brand of cigarettes, tobacco or cigars for which a customer has asked, pick out something as near to it as you have and offer it. Don't say it is just as good; the customer hates that expression. Tell him that it is on the same order as he has asked for and that there are plenty who are well satisfied with it, although it may not taste as good to the customer at first, because he has become used to the other. You'll sell him, and at the same time forestall criticism.

If, from the slightest action or word, the customer gets the idea that you may be trying to work "something off on him," he will promptly put you on his black list. His ire will be most aroused by the thought that the dealer believes he is "easy". Your intentions may be entirely innocent even when you offer him "something just as good"; but he may not think so, and the best way to escape suspicion and gain confidence is to be as frank as you can with him.

• • •

THE fly season will soon be on hand, and it is up to the retailer to prepare to make war on him. It doesn't take many flies to take all the fresh look from a fine looking window display, and no trouble is too much if it keeps these pests away. Uncleanliness, as much as anything else, attracts them.



W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

offer the consumer to get him into his store in preference to the other man's store? He can cut prices, but his experience warns him that he must make a material cut for it to amount to anything, and that the customer in taking advantage of the cut gives him no gratitude or allegiance.

So he doesn't want to cut prices. He follows the manufacturer's lead and starts a premium system of his own. He sacrifices a certain amount of profit unless he makes an arrangement with the manufacturers, but he doesn't sacrifice as much as he would do by cutting prices, and he gives away something that is of no value unless the customer comes back to buy more. It is an investment which feathers his own nest.

The manufacturer's system is the same on a larger basis. After the consumer gets a few coupons together in his pocket he begins to save for a definite thing and so sticks to the goods of the manufacturer who offers that article.

Both manufacturer and retailer no doubt would be glad to do away with the premium if trade could be attracted so easily by other inducements. But it cannot, and those who are most opposed to the system have probably discovered that it cannot. If they have discovered anything at all, they have certainly found out that, given the choice of two articles one of which has a bonus attached, and the price being the same, the consumer will waste little time weighing quality.

It is my opinion that before the coupon can be legislated out of existence much more dissatisfaction with the system will have to be expressed than has been aroused to date.

THE OLD SALESMAN.

MUCH SUMATRA SOLD.

United States Dealers Buy Liberally at the First Two Inscriptions.

Reports from Amsterdam declare the Sumatra tobacco offered at the inscriptions held on the two preceding Fridays to have been of fine quality and highly desirable; the yield is said to be large.

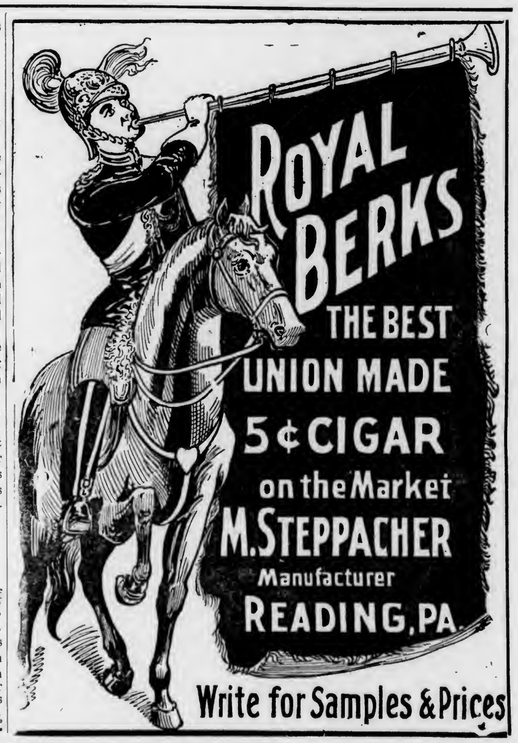
American buyers bought liberally, and their purchases at the two inscriptions will amount to several thousand bales. At the inscription on the 16th 5,000 bales were sold in the United States which has never before happened at one inscription.

Among the largest buyers were the American Cigar Co., the Eisenberg Sumatra Co., A. Cohn & Co., S. Rossin & Sons. Among other buyers were B. Labe & Sons, Loeb-Nunez Havana Co., Rothschild & Bro., H. Duys & Co., C. Rosenwald & Bro., Hinsdale Smith & Co., and F. & E. Cranz. Buyers for several United States manufacturers are on hand and the competition is keener on account of Germany's eagerness for tobacco.

BUFFALO CIGAR MAN DIES.

Buffalo, N. Y., March 23.

Spencer A. Tompkins, president of the Superior Cigar Co., of this city, died at his home in St. James Place, after a long illness; he was 58 years old. Mr. Tompkins was born in Penn Yan and later removed to Geneva. In 1886 he established a wholesale cigar business in Rochester, transferring his headquarters to Buffalo ten years later. He is survived by his wife and son.



E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. BREMER, Jr. WALTER T. BREMER
BREMER BROS.
119 N. Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

EDWARD T. COLGAN. JOSEPH P. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

AARON B. HESS
Packer of and Dealer in
Leaf Tobacco
Force Sweated Tops and Fillers read for market. Write for prices.
Office and Warehouse: 630-636 N. Prince St.
Lancaster, Pa.
Bell 'Phone, 77-X Independent 'Phone, 1464-A

B. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana
Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MOIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VERANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NO STIR IN HAVANA TILL NEW CROP ARRIVES

Two Months of Dry Weather Would Limit the Deficiency in the Vuelta Abajo to Thirty Per Cent. Small Lot of New Remedios Coming In Was Gobbled for German Market.

(Special Correspondence of The Tobacco World.)

Havana, March 19, 1906.

As far as the old crop is concerned there has been only a slight movement, although it equals, in number of bales, the previous week. Buyers from the North are very scarce and until the new crop makes its appearance little activity can be looked for.

The principal topic talked about is the new crop, and if we could be assured of a couple of months more of dry weather, the deficiency in the Vuelta Abajo would very likely not amount to over 30 per cent.

As far as quality is concerned people begin to admit that the crop will not be all of light, flimsy character but that we shall also have some medium qualities, and without doubt there will be at least a sprinkling of heavy bodied tobacco. Libra de pie, (or ground leaves) has been coming in from the country and I heard that the prices paid for same vary from 25 to 30 dollars per qq.

Last week a small lot of new Remedios arrived from the country, some 22 bales, of low grades and of a light temprano character suitable only for the German market. As is usually the case, the first lot for this country is eagerly sought after, and in order to have the honor of being the first shipper there was quite a scramble for it.

J. F. Brendes & Co. were the fortunate buyers, but had to pay pretty dear for the glory that there may be in it, as the prices paid are fully 100 per cent higher than last year. If the same competition should exist upon the arrival of the lot in Bremen, and the German buyers are favorably disposed in looking upon the first lot, there may be a profit even at these exorbitant figures. On the other hand if it should prove true that this year's Remedios crop will consist of a very large proportion of light bodied tobacco and which could only find an outlet to Germany or Spain, then prices will experience a severe setback.

The regular packing season for Remedios will not commence before the end of May or perhaps June, although this does not exclude the possibility that a few lots of temprano for export to Germany, may come to hand in the interval.

Some of the early ripe tobacco of the Partidos may be packed from now on, and the same holds true of some sections of the Vuelta Abajo. While there have been quite a number of purchases made already in the Vuelta Abajo and Partido of the new crop, and principally by our local manufacturers, to be packed by the farmers, the delivery of same will hardly commence before the month of May. At the moment, all activity has ceased in the country as the dealers, packers and manufacturers prefer to let more time pass before they will engage in new ventures.

Sales

during the past week total 2,352 bales, divided into 1,541 of Vuelta Abajo, 411 of Partido and 400 bales of Remedios. The American buyers have purchased 1,427 bales, the local manufacturers 903, and 22 bales were taken for Europe (Germany).

Buyers Come and Go.

Arrivals: Vicente Guerra, of V. Guerra, Diaz & Co., Tampa; Louis Martinez, of Martinez Havana Co., Key West.

Departures: Avelino Pazos and Ernest Ellinger for New York.

Havana Cigar Manufacturers

continue as busy as ever, and there is no let up in the orders coming to hand at least for the large independent manufacturers. As the Cuban Consuls in their reports to the government have stated that there is some complaint about the inferiority of cigars as compared with previous years, they suggest as a remedy that the Cuban Congress should pass a law to prohibit the re-importation of any Cuban leaf into the island of Cuba, particularly as the Cuban Consul in Germany (Hamburg) declares that it is impossible for him to know exactly whether a lot of tobacco that is to be exported from there is really of Cuban origin and has not been tampered with in any shape or manner. Besides, El Tabaco has previously stated that the watchfulness exercised by the government in preventing smuggling has not been as scrupulous as it ought to be. However, the government has lately taken extraordinary steps and is it not likely that any smuggling could be carried on upon any scale to cause damage.

As regards the inferiority of cigars it may be that this refers only to certain brands, but I have heard it stated that the product of the independent manufacturers is as good or even better than it has ever been. If Congress should act upon the suggestion of the Consuls and prohibit the re-importation of Cuban leaf it would certainly obviate the possibility of any fraud, although I doubt myself very much, whether any other than Cuban leaf has been re-imported at the port of Havana.

H. Upmann & Co. shipped 700,000 ci-

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Candido Obeso Gregorio Obeso Angel Martinez
Perez, Obeso & Co.
S. en C.
(Sobrinos de G. Palacios)
Packers, Growers and Dealers in
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance, Dragones St.
Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son
HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street
Packers and Importers of
Vuelta Abajo, Partidos, Remedios

E. A. CALVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Consulado 91, HAVANA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Co.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

MANUEL LAZO

Almacenista de Tabaco en Rama

Remates a Specialty

English Spoken — Telephone 614

199 Manrique — HAVANA

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 — HABANA

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONELEVA. Habana

JOSE F. IRIBARREN,

Packers and Exporters of Havana Leaf Tobacco

Vuelta Abajo and Partidos a Specialty

Escobar 162, Bet. Salud & Reina, Havana, Cuba

Special attention paid to tobacco suitable for the American market.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

PIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

JOAQUIN HEDESA

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

83a Amistad St., Habana, Cuba.

Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero, Proprietress

Antonio J. Rivero, Ricardo E. Rivero, Managers

Offices: Belascoain, 2 B,

P. O. Box 374, HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Codes used: Lieber's Standard (Ed. Espanola)

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 95 Broad St., New York.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

The Globe Cigar Co.

Manufacturers of Seed & Havana Cigars

For Jobbing Trade only

Ephrata, Pa

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. BOX, 895. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

gars last week, and are as busy as ever.

Partagas is loaded down with orders, and only claim that is it difficult to obtain more skilled cigarmakers, as otherwise Cifuentes, Fernandez & Co. would surely give them employment.

Por Larranaga bought 500 bales of Vuelta Abajo, old crop, and Don Antonio J. Rivero, the manager, will leave on Wednesday for the Vuelta Abajo to look over the ground personally, in order to find out what the prospects are in reality as regards the new crop. Por Larranaga is very busy.

Ramon Allones and Cruz Roja tells the same story as far as activity is concenred, and Rabell, Costa, Vales & Co. still have a very bulging order file.

Sol is doing a very good business, and Behrens & Co. share in the prevailing activity to its fullest extent.

Calixto Lopez & Co. lately sold 700 bales of their choice Vuelta Abajo holdings to John H. Boltz (Boltz, Clymer & Co., Philadelphia) which goes to prove that Calixto Lopez & Co. have enough stock on hand for their Eden factory, which latter is as busy as any of our independent factories.

Buying, Selling and Other Notes of Interest.

Vicente Guerra has been picking up some choice vegas of Vuelta Abajo amounting to about 300 bales, and is still on the warpath looking for more.

A. Pazos & Co. sold 262 bales of Vuelta Abajo and Partido thus having virtually closed out their stock on hand.

Don Avelino Pazos and wife left for Spain, via New York, as is stated, to be present at the wedding of His Majesty King Alfonso XIII, Don Avelino being, as is well known, the Spanish vice consul at New York.

Jose F. Rocha disposed of his last lot of Vuelta Abajo, some 250 bales, to a local cigar manufacturer.

The friends of Don Venancio Diaz will be sorry to learn that he has met with a terrible blow in losing his second son at the age of fourteen.

Jose H. Cayro e hijo shipped 160 bales of Vuelta Abajo and Partido to heir Key West customers.

Antonio Santaella (El Grande) although here only ostensibly for his health, nevertheless has purchased about 300 bales of choice Vuelta Abajo to be used for his Optimo cigars.

Rodriguez, Bautista & Co. closed out their holdings of 120 bales of Vuelta Abajo.

Don Jose Menendez will commence his escojida of his own vegas in the Partido district notable among which is the famous vega, La Serafina, in Caimito. He has received a running Vega La Telleria of Rio Hondo and some libra de pie from Ovas.

Luis Muniz y Hno. sold 60 bales of libra de pie, Vuelta Abajo, at $25 to $30 per qq. They have already bought in Montezuelo and Remates, as well as having bought 30,000 bundles in the Santa Clara province. They expect to open their escojida in Remates in April also one in the Tumbadero district while their packings in the Santa Clara province may not start until May or June according to the season. Don Luis Muniz leaves with his family tomorrow, the 20th inst., per steamer Alfonso XIII for Spain and may be gone a year.

E. Ellinger & Co. shipped 300 bales this week and are getting 200 bales more ready for this week.

The following American houses like Lewis Sylvester & Son, Loeb-Nunez Havana Co., L. Friedmann & Co., G. Salomon y Hnos, and Garcia & Co. are constantly making shipments to their northern houses, or connections, as well as to their customers direct.

Don Luis Marx, the wealthy tobacco planter of Alquizar, has commenced his escojida at his packing and warehouse corner Zanja and Belascoain streets and has already some fifty to sixty bales finished. I have seen to-day part of his fine tobacco and I must say that Don Luis undoubtedly has the cream of this year's tobacco, as it is of an exceedingly fine texture, open grain, and of light colors, as well as of an unexceptionally perfect burn. While formerly the objection was raised that shade grown tobacco was too thin, Don Luis has understood how to overcome this defect, and his crop has sufficient body and substance, although retaining its silky character, while the taste is as fine as any Vuelta Abajo vega. The yield, however, this year will be about 40 per cent less than last year, although if the weather holds good Don Luis expects to have some very fine fillers.

Receipts From the Country

	Week Ending Mar. 17 Bales	Since Jan. 1 Bales
Vuelta Abajo	365	4,258
Semi Vuelta	2	158
Partido	—	1,417
Matanzas	1	202
Remedios	28	4,923
Santiago de Cuba	4	243
Total	400	11,201

ERNEST ELLINGER & CO. OFFICES: 161 Water Street, New York
Importers of HAVANA TOBACCO Havana, Industria 160

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCOS
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, March 26, 1906.

The leaf market for the past week has been rather quiet, although quite a little of the new Connecticut tobacco changed hands; still many prefer holding off until the fall, taking chances that when the natural sweat tobacco is marketable the prices won't be much higher than what is being asked for force sweated leaf today.

Of chief interest to the local trade this week was the sale of the business of M. W. Mendel & Bro., cigar manufacturers for over forty years. M. W. Mendel, the head of the firm recently died and to better facilitate the settlement of his estate the business was sold to the American Tobacco Co. It is said that the firm had 5,000 cases of old desirable leaf on hand. There have been many rumors afloat that the trust has secured the controlling interest in the business of the United Cigar Manufacturers, by buying up their stock which is being marketed on the "street."

E. Rosenwald & Bro. are said to be the largest holders of the 1905 Pennsylvania, estimated at 20,000 cases.

In Lancaster, packers are asking 10 cents for the new fillers, and those that have their fillers sized are holding them at 12 cents.

Cigar factories are all busy and many cannot fill their orders. Porto Rican cigars seem to be getting a good hold on the New York market; many brands of these goods are selling here, cigars that retail as high as two for a quarter. The common breva does not sell so well as there are so many inferior goods made up in brevas.

April First (All Fools Day) will soon be here and many of our retailers are offering all kinds of novelties appropriate to the occasion, such as trick matches, trick cigars, trick match safes. Many thousand iron cigars have been sold in New York in the last four weeks; the cigar is banded and made up in a perfecto shape and it is such a good imitation of a genuine cigar that anyone can be fooled by it. A trick cigar with a spring in it is another good one to fool any smoker; the spring is tied with a small piece of thread and when the cigar is smoked about an inch the thread burns, the spring gives way and bursts the cigar apart. These cigars are perfectly harmless, and are much better than those containing powder. The Alfonette Cigar Co., of Boston, Mass., is placing these goods all over Greater New York.

The retailers in anticipation of a good spring trade are putting in many new brands of cigars and cigarettes. I also notice many are featuring pipes, in their show windows. New York city was never a good pipe market but for the past year people have taken kindly to them and this American Tobacco Co. offer of a 50 cent pipe with a pound package of Bull Durham tobacco has helped many a retailer in disposing of some old style pipes he has on hand for a long time.

Don A. Pazos returned from Havana on Tuesday.

G. Salomon & Bros. received this week from Mexico a shipment of 90 bales of Mexican wrappers.

Fred Graves, a prominent cigar manufacturer of New Haven, Conn., was here on Wednesday.

Max Freund, with A. Van Der Poorten & Son, Pearl street leaf dealers, is at present down East according to the mail orders received daily. Max is making good "gecheft."

Theo. Beckhardt, Knight of the Grip for M. Oppenheimer, has purchased a half dozen duplicate order books, packed his duds and leaves in the morning to visit his trade in the New England States where he not alone receives the glad hand but also a bunch of business.

Adler Bros., cigar manufacturers and leaf dealers 114 Maiden Lane, will remove about April 1 to 217 Pearl street.

Schedules in bankruptcy of the Retail Cigar and Tobacco Dealers' Association of New York, of 705 Third avenue, show liabilities of $54,371, of which $12,000 is outstanding; coupons for premiums and nominal assets of $21,863, consisting of stock, $5,000; cash, $203; notes and checks, $691; five horses and wagons, sold by the receiver for $837; office furniture, $250; accounts, $11,681, and articles of various kinds for premiums, $3,200. There are 120 creditors.

Ralph M. Gans, of Gans Bros., manufacturers of Wm. the Fourth cigars, returned yesterday from Boston, where he took a nice sized order from Rosenthal Bros., their Boston distributors.

The United Cigar Stores Co. is making many alterations in the United States Arcade on Fulton street, where they recently acquired a lease on what was formerly one of the entrances to the building; the new store will be opened for business within the next two weeks.

The Hudson County Cigar Co., of Jersey City, are placing with the trade a 15 cent brand of package cigars called Journal; they cost the retailer $11 per thousand less 2 per cent with 10 per cent gratis in goods. The cigars are a trifle smaller in size than the American Tobacco Co.'s Flexo Giants.

Mr. Russel, the Philadelphia representative of the Allen Tobacco Co., makers of the popular Telonette cigars, is expected here tomorrow at headquarters.

Ed. Leader, formerly with the Allen Tobacco Co., as Boston, representative, is now calling on the New England trade in the interest of the B. C. A. cigar factory here, makers of the Keystone nickel cigar.

L. Goldberg, Havana importer, 190 Pearl street, has put through a few good deals this past week. Mr. Goldberg intends going to Cuba next month to purchase largely of the Partidos crop.

A. Hussey Leaf Tobaco Co. announce the purchase of 209 bales of the N. A. T. M. Sumatra which was purchased at a reasonable figure before the inscription took place. This brand is one of the finest in both quality and yield that the island produces. Owing to the extreme high prices paid by American buyers this year at the Frascati, A. Hussey Leaf Tobacco Co. is in on the ground floor and can now supply its trade at only a slight advance in price. The tobacco will reach here some day this week.

The New York & Florida Tobacco Co., which was recently incorporated under the laws of this State for $30,000 has purchased 600 acres of land at Quincy, Florida, known as the El Consuelo plantation. The officers of the Company are as follows: Wm. P. Schmidt, president; E. M. Schmidt, vice president; Wm. Stillwell, secretary, and A. Arens, treasurer.

Herz Bros., manufacturers and retailers at 287 Greenwich street, are having a good run on their American Trophies, 10 for 25 cents panetelas.

Edward J. McPolin, 2087 Amsterdam avenue, retail tobacconist and news depot, has been in that locality for the past seven years and in that time has worked up a fine cigar trade; he keeps all the popular brands of cigars and tobaccos. He recently added to his stock Bannerette, a nickel cigar made by the Banner Cigar Co., of Detroit, Mich.

Wm. Bader & Co., leaf merchants at 4 Burling Slip, successors to the old firm of Julio Gonzalez & Co., are working up a nice business. Mr. Bader has been in business on his own account for about four years and not alone holding many of the old firm's customers he has added to his books many new desirable customers. This firm sells at both wholesale and retail, makes a specialty of Havana tobacco, and pride themselves as being one of the lucky ones in having a nice assortment of old goods on hand.

Joseph Holtzman, the Water street leaf importer, can be congratulated on having in his possession such an able salesman as Armin Kaufman, who has only been in the leaf business for the past four years and in that short space of time has developed into an A1 salesman. There is a lot of hot air connected with being a good leaf salesman today, but Mr. Kaufman is one that "makes good."

The Hilson Co., manufacturers of the well known Hoffman House cigars, are now offering to redeem the box fronts from their Hoffman House Magnums for valuable presents.

NEWARK NOTES.

Newark, N. J., March, 26, 1906.

E. Tillmas, of Orange street, is having quite a run on Schwartz & Co.'s Inventors cigars.

F. X. Keiling, proprietor of the Owls' Nest, is one of the real live ones, and carries a complete line of all the popular brands of cigars and tobaccos. Mr. Keiling takes much interest in pushing union and independent made goods and is ever ready to introduce such goods to his many customers.

Rosner Bros. are now issuing free to their patrons a monthly pamphlet called Rosner's Smoke Talk. It is very nicely gotten up and was edited by Gordon E. Wheeler. Rosner Bros. are pushing the sale of El Speedo, a 5 cent clear Havana cigar from the Wm. the Fourth cigar factory.

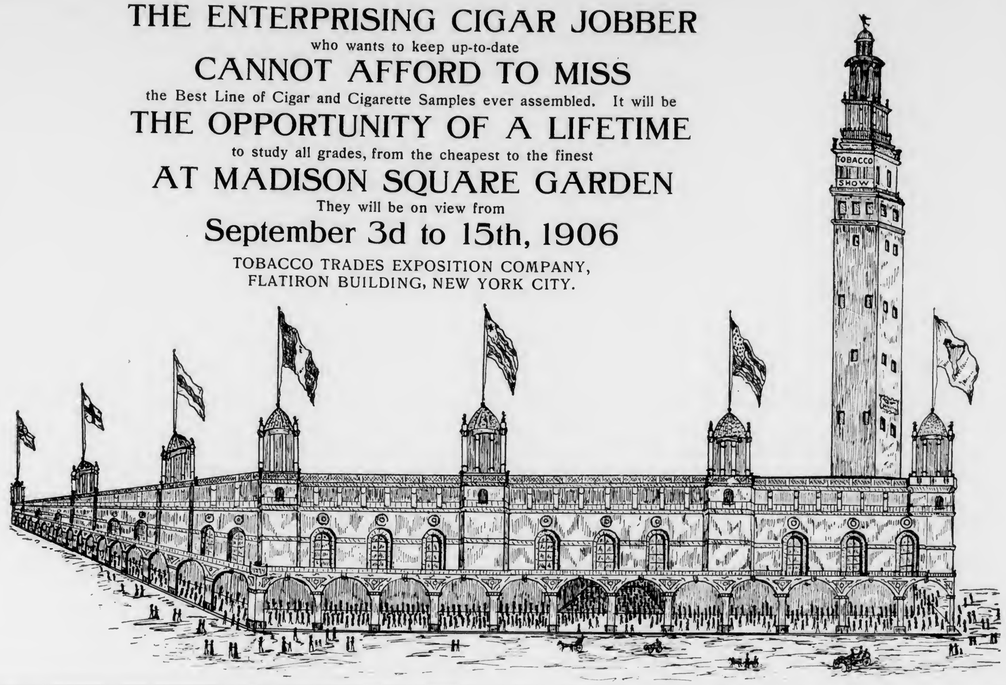
L. E. Cook, the New Jersey representative of Jno. J. Bagley & Co., has been doing some effective work the past week in Raritan, Rahway, and New Brunswick on his firm's various brands which include Hazel Nut, Clam Bake and Red Band.

Lewin Tobacco Co. is placing with the trade Newark Seal, a banded nickel cigar, and from reports it is taking hold nicely.

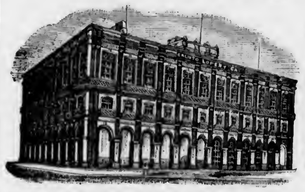
The Newman Tobacco Co., of 17 Market street, have had their business incorporated for $15,000, under the laws of the State of New York. This firm intends to remove shortly to a larger store owing to the tremendous business they are doing. They will soon cover the whole State of New Jersey.

S. Schuldt, retailer on Clinton avenue, has an elegant window display of Lovera's clear Havana cigars with an electric sign in the center.

THE ENTERPRISING CIGAR JOBBER
who wants to keep up-to-date
CANNOT AFFORD TO MISS
the Best Line of Cigar and Cigarette Samples ever assembled. It will be
THE OPPORTUNITY OF A LIFETIME
to study all grades, from the cheapest to the finest
AT MADISON SQUARE GARDEN
They will be on view from
September 3d to 15th, 1906
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.



A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St, New York.

EDEN CIGAR FACTORY

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BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, MARCH 28, 1906.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

CASTING ABOUT FOR FILLER.

The leaf situation remains strenuous and many and varied are the rumors of what is taking place or is likely to.

For one thing it is reported that cigar manufacturers (some of whom are undoubtedly up against it) are purchasing Maryland tobacco in the Baltimore market as a relief in the present stringency; it is also said that certain firms are carrying on experiments with a view of adapting Kentucky and Tennessee tobacco as cigar filler.

It is not likely that any manufacturer of experience expects to be able to use this tobacco for anything but the cheapest product. It is a fact that some sort of filler must be found for cigars that sell at less than five cents apiece, which can be bought at prices less than must be paid for regulation filler. At present cost of cigar leaf, it is impossible to figure out a living profit on two-fors, and the manufacturers of this class of goods would like to find some way out of it.

For some time Maryland or Kentucky tobacco has been used in part by some manufacturers in Pennsylvania and elsewhere, although heretofore it has served more as binders than filler. If it can be satisfactorily worked in on cheap goods it will be a godsend.

A TIME TO GET TOGETHER.

The Philadelphia Leaf Tobacco Board of Trade will hold a banquet on April 6, to which it extends a hearty invitation to the local leaf trade, hoping that every firm will be represented.

A number of well known men prominent in public life will be among the guests and it is likely that these will have something interesting to say.

While there will be nothing particularly formal about the affair, matters of the most interest to the leaf dealer will be discussed and the dinner will doubtless form a sort of clearing house for individual opinion on the leaf situation.

Aside from such discussion it will do every leaf man good to come into contact and shake hands with his fellow members of the trade and the representation of the leaf business in this section should be complete.

ALMOST UNBRIDLED LICENSE.

"The effect of a decision by the Nebraska Supreme Court concerning Nebraska's anti-cigarette law, which was tested in the Courts by a young man arrested on a charge of rolling a cigarette, was to sustain the law in general, making the sale and manufacture of cigarettes in the State illegal.

"The rolling of cigarettes by individuals for their own use was not called 'manufacturing.' Fines have been paid and sentences served under that part of the law which was declared unconstitutional."

The above was printed broadcast as a news item of considerable importance, which indeed it is. Just think what a tremendous concession to human liberty! Any man may now saunter through Nebraska rolling his own cigarettes boldly, fearlessly in the eyes of the public, and no one can say him nay.

Such gigantic liberty conferred upon man seems like the gift of unbridled license. Let every Nebraskan take care lest in the first intoxication of gratitude he overstep the bounds of his parole and roll a cigarette for his best friend to smoke.

A despatch from London printed in the newspapers of last week reads:

The first smoking car ever reserved for women in Great Britain left a big London terminus today for Liverpool. The windows bore a label reading, "Ladies' smoking." The innovation attests the spread of smoking among English women during recent years.

We have all heard the story of the clergyman who is said to have paid a visit to the metropolis and found the rush, glitter and worldliness contagious. In his own words, he "felt so devilish" that he rode home in the smoker. That was once a good joke; now what is it?

Philadelphia Tobacco Trade.

The retailers complained some of dullness again last week, probably because of the continuation of unpleasant weather. Many dealers are beginning to prepare their spring windows, and it will not be long before the general stimulus of the season will be felt. Little cigars are selling well and some dealers say they are growing popular with cigarette smokers. There is more or less price cutting being done.

Some leaf is being sold every day and the large dealers have no complaint to make. Their tobacco is worth a good deal of money and they can dspose of it almost as they see fit, with no fear that prices will tumble on them. On the contrary, the smaller dealer is having a hard time because he isn't in a position to replenish his stock. His business requires an easy market, while the big concerns will clear more out of a tight market.

Arthur Hagen & Co. have commenced to distribute a new brand of little cigars manufactured by Butler-Butler, Inc., which are taking hold nicely. These are called New French little cigars and sell ten cents for five. The feature is a wrapper made of light burley, the filler of Virginia bright leaf.

F. A. Palmer, formerly with the Pinkerton Tob. Co., of Zanesville, Ohio, is now a salesman for J. Pierce Flowers, Eastern District Manager for the Lovell & Buffington Tob. Co., Covington, Ky. Mr. Flowers' headquarters are in this city.

The United Cigar Stores Co.'s new stand at Broad and Sansom streets has been opened with the usual premium inducements. The branch is, of course, uniform in appearance with the others.

Adolph Loeb is in Amsterdam for the Loeb-Nunez Tobacco Co. and will see that the firm gets its share of fine Sumatra.

Arthur Hagen & Co. have issued the following circular of new deals:

"We are authorized by Butler-Butler, Inc., New York, N. Y., until April 20th, to offer the following deals on their brands: Sovereign Natural Shape cigarette 6 per cent Solace cut plug attached, New French Little Cigars 6 per cent Sovereign Naturals attached, Solace Cut Plug ½ pound free in 5 pounds."

To our customers: "Until April 30, 1906, we offer the following deal on Kentucky Cardinal and War Talk, manufactured by Nall & Williams Tobacco Co., Inc. When bought in combination, in the proportion of 60 pounds War Talk to 100 pounds Kentucky Cardinal, 5 cents per pound will be allowed on the War Talk."

Joseph Way hopes to open his new store at the southeast corner of Fifth and Market streets in a week or so, and expects to make it as busy a stand as his other three.

Albert Berkowitz is about to open a store at 602 Market street and will carry a good line of goods, some of them the best sellers of local manufacturers.

La Cienza Cigar Co. has opened a factory at 814 Walnut street and will turn out a desirable line of cigars.

W. Y. Conner, well known in this city as a salesman for Amo. Ortiz & Co., now represents R. A. Bachia.

H. D. Narrigan will soon be comfortably settled in his new quarters just above his present address on North Sixth street, and will then heave a sigh of relief. He has been very much cramped in his old building.

The El Draco Mfg. Co.'s factories are kept busy turning out orders and the firm is having a very good run on its Hunter cigar.

The Edwards Folding Box Co.'s plant on North Fifth street was destroyed by fire last Saturday night. The concern manufactures paper boxes for cigarettes and tobacco.

The Philadelphia Leaf Tobacco Board of Trade will give a dinner at Mosebach's restaurant, Broad and Columbia avenue, at 7 o'clock on Friday evening, April 6. The leaf trade generally is invited, and as a number of prominent men will be guests of the Board and will speak the affair will be a very enjoyable one.

Among those who will be present and make addresses are Congressman Reuben O. Moon, who is expected to speak on the Philippine situation, ex-Senator Robert R. Deardon, ex-City Treasurer J. Hampton Moore, Chairman of the City Party Committee William F. Tilden, and President of the National Tobacco Leaf Board of Trade A. Bjur.

Z. John Norris is being kept busy these days taking orders for the goods of I. Lewis & Co., which are booming with the spring trade. The firm's brands have a solid trade on this market.

LEAF ALL BOUGHT UP IN DAYTON.

Dayton, O., March 26.

Owing to the heavy demand in the tobacco market, prices have at times advanced, and now remain steady to strong. Dealers report that the tobacco crop has been entirely bought up, and that it is next to impossible to obtain any quality at any price.

Local dealers are reaching far out of the county for their supply, and find that in other counties, as in this, the supply is very limited, and that the majority of the tobacco has been bought up. Strong prices have been an inducement to the farmers to part with their crop, and now with seed leaf quoted at 9c to 10c, Little Dutch at 9c to 10c, and Spanish at 9c to 11c, the supply is about exhausted.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

WANTED—A reliable house to handle from 15,000 to 20,000 scrap cigars per week. Address A. B., Box 59, care of The Tobacco World, Phila. 3-21-a

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

A Chat With You, Mr. Manufacturer,
and
What It Means.

We have in the past few months been selling a line of **IMPORTED SUMATRA** that has proven a big moneymaker for whoever bought it.

It is a Large Second Size,
Rich Medium Brown Color,
of excellent burn and taste,
selling at the low price of
$2.55 per lb.

When we say, Mr. Manufacturer, Buy it and we save you money, we *know* what we are talking about, for a small army of satisfied customers sends us duplicate orders every day. Why not join them?
WRITE FOR SAMPLES to-day, now, while you read this.

Special Price on Bale Lots.

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers & Retailers of

CIGAR LEAF TOBACCO

No. 240 Arch Street, Philadelphia

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG — JOHN D. LONG — GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of **Cigars**

FACTORY:
Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

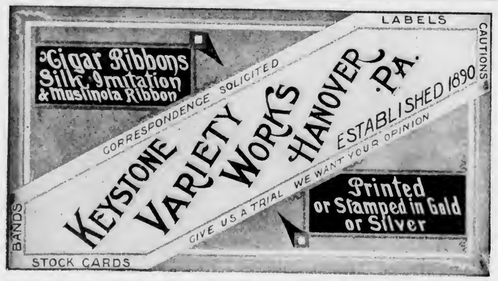
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES
of All Kinds

Daily Capacity, Five Thousand Boxes

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices



Always in the Market

THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.

Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

MFG. NOT BRISK IN LANCASTER.

In Some Sections of County Hands Laid Off Temporarily.

Lancaster, Pa., March 26.

Delivery of the new crops of tobacco to warehouses is practically finished and had it not been for the almost impassable roads for the past ten days it would be entirely through with. By this is meant, of course, that the tobacco which has been bought, has been about all delivered. There is still some little around that has not yet been bought, but it consists mostly of Havana seed, of which several crops were purchased last week by J. W. Breneman, of this city.

Manufacturing is not quite so brisk as it was, and in some sections hands are being temporarily laid off. This is especially true of Akron.

Nathan S. Shelly, of Rapho township, this county, has patented a contrivance to be attached to tobacco planters which drops a little bunch of bran near each plant for the cutworms to feed upon. It is claimed that the worms will not bother the plants if there is bran handy for them to feed upon.

John Slater, of Washington, Pa., has been spending several days at the factory headquarters here. He returned to his home this week.

T. D. Shertzer's new leaf warehouse is finished, and an elegant office is now being fitted up.

A. B. Levinite, manufacturer, who has been ill for many weeks, is slowly recovering.

John F. Heiland & Co., brokers and dealers have had an exceptionally good business since the new year.

Luther M. Case, of Connecticut, has been in this section during the past week.

Walter S. Bare, of Lititz, says his cigar business is showing very good improvement, and that the way duplicate orders are coming in is highly gratifying. He expects to leave this week for a short trip through the Middle West.

Sigmund Moss, of the S. R. Moss Cigar Co., lately returned from a brief trip, and expresses much satisfaction with the results. Conditions generally, he states, are satisfactory.

QUIET IN READING

Tremendously Large Orders for Cigars Were Imaginary.

Reading, Pa. Feb. 26, 1906.

Business in this section has been moving along quietly, and no undue excitement has been experienced by anyone in the trade here since they recovered from the shocking surprises sprung some weeks ago in a certain tobacco trade paper, and also in a local daily, which described hitherto unheard of large orders as having been booked just before the exploitation of the gladsome news; but as has been shown, these sales were born in some one's imagination. The orders which were supposed to have been received by certain manufacturers would have kept the largest factories in this city running steadily for months and yet not one of them was at the time, or since, employing as many as a dozen persons. After the real truth became known, people were sad that the news was false, while as for the reporter—well he has dropped into oblivion and is forgiven.

Roesch Bros., of Pottstown, are erecting a new building at High and Penn streets, with a depth of 140 feet.

C. M. Yetter has finished his Western business trip and is now getting matters into thoroughly good working order at his two factories near here.

F. H. Beltz, of Schwenckville, is making preparations for the erection of an addition to his factory building, which will about double the present capacity.

PORTUONDO CASE IN YORK.

Suit to Restrain Company from Using the Name is Heard

York, Pa., March 26, 1906.

The case of the Juan F. Portuondo Cigar Manufacturing Co., of Philadelphia, vs. E. H. Neiman, of Thomasville, in equity proceedings was heard in argument court here last week, in an effort to secure a permanent injunction against the defendant to restrain him from using the name of "Portuondo" on cigar boxes in connection with the words "Cuban Hand Made."

Plaintiffs claimed it was an imitation of their product and gotten up for the purpose of deceiving an unsophisticated public, and that the imitation consisted not only in the name, but in the wording "Cuban Hand Made," which in their case means that the goods are made by hand and after the fashion of the Cubans. Counsel intimated that the defendant was not capable of turning out that class of work.

The defense argued that plaintiff had come into court with unclean hands and was not entitled to an injunction; the name Santiago Portuondo had been originally granted to a certain manufacturer, by the gentleman himself, and subsequently purchased by the defendant, and that he was just as clearly entitled to the use of the words "Cuban Hand Made," as any other manufacturer. Decision was reserved.

Horace Elwood Kohler, son of H. F. Kohler cigar manufacturer, at Nashville, this county, died last week at his father's home, after a brief illness. Mr. Kohler has himself not been in good health. Much sympathy is expressed by the entire trade.

A meeting of the local branch of the Eastern Cigar Box Manufacturers' Association was held in York on Thursday last.

I. J. Schoener, of the I. J. Schoener Co., New York, has just been on a business trip through this section. It was his first visit here for about twelve years.

Fred Bauer, representing L. E. Neumann & Co., lithographers of New York, has been circulating here lately.

J. F. Sechrist, well known manufacturer at Holtz, has rented a factory building in Red Lion, and will employ about fifteen or twenty hands there in addition to his older factory at Holtz.

It is stated that Holtzinger & Seitz, at Red Lion, contemplate closing out their cigar business in the near future.

We're Tobacco Doctors — We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Havana Tobacco Ferment

Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.

You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the **Pure** leaf for your cigars.

Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and gums.
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the **Pure Leaf** and **Best Part** of it.
It gives a thoroughly clean leaf.

Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanallin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works

EDWIN G. ECKERT, Proprietor — J. L. HOLLAND, York, Pa., Special Representative

HANOVER, PENNA.

Diploma of
GEORGE A. BUDDY
Littlestown, Pa.
Manufacturer of
Prize Medal Cigars

Stephen J. Fields—10c.
Lord Bute . . . . .
Edward Hyde . .
Old Homestead .
King Racer . . . .
} 5c.

Samples Cheerfully Furnished to Responsible Houses

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.

C. G. SINGLEY,
Manheim, Pa.
H. S. WALLICK,
York, Pa.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.
DIRECTIONS

Add one part of Keefer's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., give the best results.

Cable Address: "BUCKY" Arnold's Code No. 5

J. M. BUCKNER, Jr., & CO.

Leaf Tobacco Dealers, Exporters and Manufacturers

917-921 W. Jefferson St., Louisville, Ky.

Dealers in **Cigar Fillers, Binders and Wrappers**

Manufacturers of **AFRICAN** and **BLACK FAT TOBACCO** for export
Packed in Hogsheads and Cases

Correspondence solicited Samples sent on approval

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 94

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

TRADE MARK REGISTER.

MONOGRAM STAR CIGAR CO.,—DIETZ BROS., PROPS., HELLAM, PA. (With trade mark consisting of a five pointed star with the words "D Bros" in the centre of star.) 15,084.

For cigars, chewing and smoking tobacco. Registered March 13, 1906, at 8 a. m, by Dietz Bros., Hellam, Pa

PHILADELPHIA SUBWAY. 15,085.

For cigars. Registered March 14, 1906, at 3 p m, by Cantor Bros., Philadelphia, Pa.

LADY NINORC. 15 086.

For cigars, cigarettes, cheroots and stogies. Registered March 17 1906, at 8 a. m., by F. J. Cronin, Pnilada.

EKETO. 15,087.

For cigars, cigarettes, cheroots and tobacco. Registered March 20, 1906, at 8 a. m., by John Eckert, Brooklyn, N. Y.

SIR LYNN. 15,088.

For cigars. Registered March 21, 1906, at 8 a. m., by the Gleim Cigar Co, Lancaster, Pa.

MISS LULU. 15,089.

For cigars and tobacco Registered March 21, 1906, at 8 a. m., by J. Y. Schultz, Trexlertown, Pa

EMORY MARTIN. 15,090.

For cigars, cigarettes, cheroots and stogies. Registered March 22, 1906, at 8 a. m., by E. S. Sechrist, Dallastown, Pa

READING SPECIAL. 15,091.

For cigars Registered March 22, 1906, a 8 a. m., by Harry B Hassler, Reading, Pa.

ASHLAND STAR. 15,092

For cigars, chewing and smoking tobacco. Registered March 22 1906, at 8 a. m, by Alex. Dietz, Hellam, Pa.

PORTORICO SHORTS. 15,093

For cigars. Registered March 22, 1906, at 8 a. m., by Alex. Dietz, Hellam, Pa.

PORTORICO PEARLS. 15,094

For cigars Registered March 22, 1906, at 8 a. m., by Alex. Dietz, Hellam, Pa.

MARTIN EMORY. 15,095.

For cigars, cigarettes, cheroots and stogies. Registered March 22, 1906, at 8 a. m., by E. S. Sechrist, Dallastown, Pa.

COMMONWEALTH. 15,096.

For cigars. Registered March 23, 1906, at 8 a. m., by L. F. Scheirer, Allentown, Pa.

CORRECTION.

ELTCHIE, registered for cigars, March 6, 1906, by M. Shelly, Philadelphia, should be "ELTCHI."

REJECTED.

Blue Bird, Cannon Ball, White Star, Monybak, Moneybak, Moneyback, Nozo, Union Havana.

DAY & NIGHT CO. AND THE TRUST.

Walter J. Friedlander Denies Emphatically Reported Sale Negotiations.

Cincinnati, O., March 25.

More or less talk has been excited in the trade by the absence in New York of Walter J. Friedlander, head of the Day and Night Tobacco Co., and the consequent rumor that Mr. Friedlander was negotiating with the American Tobacco Co. for the sale of his business. He has returned to Cincinnati, however, and expressed himself strenuously in a vigorous denial.

He stated that his mission to New York had been to look after some of the details of the fight which the independents are making against the tobacco combine, and not for the purpose of selling out to the trust.

The rumors are partly caused by the fact that last fall the Day and Night Tobacco Company started the erection of a concrete tobacco factory at the northeast corner of Baymiller street and Carlisle avenue, and it is now reported that the work has been suspended on the factory, which had reached the second story in construction, and the plans are being changed to convert it into a power building. As this follows on the commotion in the scrap market caused by the trust's offer of unheard of prices for that material it was evidently thought by some that the Day and Night Co. had capitulated. Regarding this, Mr. Friedlander expressed himself as follows:

"The combine has been making a hard fight against us, and has gone to the extremes of offering to buy up all of the cigar cuttings used in the manufacture of scrap tobacco, at a price greater than it realizes from the finished product. Notwithstanding this, there are a large number of cigar manufacturers who are standing by us with cuttings at a price cheaper than that paid by the trust.

"The report that I was about to sell or had sold out to the trust is another of that concern's stories, circulated with a view to hurting the cause of the independents. There is absolutely no foundation for it. In the first place the Day and Night Company is not incorporated, so that there is no stock in the hands of any one which might have been acquired by the trust.

"I am the owner of the plant, and I emphatically deny that I have sold my interest to any one.

"Regarding the change in the plans of the new building on Baymiller street, that is an outside matter. The development of the business which I expected will not come as long as the trust is fighting us by paying the prices which it is for cuttings. Therefore, the plan to move the tobacco plant into it is temporarily out of the question, and other arrangements had to be considered by which the building can be used for other purposes."

—George P. Wendle, of Chicago, has been elected president of the Compeer Cigar Co., of Indianapolis, whose factory is at 9 West Morris street.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.

Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

REGISTER YOUR TRADE MARKS
in
The Tobacco World Registry Department.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

THE DAISY
Tobacco Cutting Machine

For the Use of
Cigar Manufacturers

The above cut represents the
Improved Greater Daisy Tobacco Cutting Machine

which is the Standard of all the Tobacco Cutting Machines, and is the Original Machine for cutting the tobacco twice in one passage. It will cut the leaf with or without the stem. The Cutters are made of three steel rollers, are well built by skilled workmen only, and it is The Daisy in any cigar factory. The capacity of the large power machine is 2½ to three cases per hour. Apply for prices to

P. E. SHIRK, Manufacturer, Blue Ball, Pa.

SPRING BOOSTING HUB TRADE.

Retailers Are Doing Much Better Than They Were

Boston, March 25.

The coming of spring has already had an effect on the retail part of the cigar and tobacco business and trade during the past week showed a distinct improvement over that of the previous two weeks when excessive dullness prevailed.

The jobbers report that collections are slow just at present although they hope for relief in a short time.

It can readily be seen that when the retailer makes only a fair profit in the good times and struggles when the season is dull, that it takes him a long time before he can get out of the hole, and the jobber has to put up with it.

"Busy" is the title of the song that the many manufacturers are singing, most so the manufacturers of popular brands of cigars. The manufacturers of short smokes are having men here calling on the retailers with their various brands of package goods and little cigars.

H. L. Ruth, of the Allen Tobacco Co., has left town for a short trip through Connecticut State and the State of Maine.

Baker Bros., popular jobbers of Hanover street, have opened a branch on Federal street. The Baker Smokers also Lady Macbeth are the main features there.

Manager Wm. L. White, of the Equitable Cigar Stand, has added to his stock the Trick cigar of the Alfonette Cigar Co. Billy is as enterprising a cigarist as there is, and is ever ready to try something new. Some of the clear Havana cigars he handles are the American made by Regensberg Cortez, La Celebredad and also the Maxine Elliot, of the Norma Cigar Co. His leader as a nickel cigar is the Postmaster.

The United Cigar Stores Co. is advertising heavily in the daily papers announcing that they have added one more link to their chain of stores; the store mentioned was 631 Washington street, near the corner of Boylston. Souvenirs will be given at the opening.

Arab cigarettes made by the Surbrug Co. and represented by C. P. Rogers, are slowly but surely gaining ground. Rogers tells me that he contemplates making another vigorous campaign on Grain, a 10 cent package of cube cut.

Sam Kitse, of Tremont street, is offering a sponge pipe free with every 10 cent purchase of plug smoking also the R. B.'s Havana at a dollar a box. The latter attracted many buyers.

Jaynes & Co., popular druggists here are advertsing a new package of theirs called 10 for 13 which sells for what the name indicates. This firm has an enormous amount of Naturals dsplayed in the window of their Washington street store and a price ticket 2 for 25 cents.

Estabrook & Eaton are introducing to their trade a new cigar packed in a novel way called II Top and that is the way they are packed. This cigar goes to the trade at $35 per thousand and sells at 5 cents straight.

The United Cigar Stores Co. is constantly offering new brands to their customers. The latest are the Orlando in many sizes and Roxboro a 10 cent invincible.

Bieringer Bros. Co., of Dock Square, have a large display of sponge pipes at 5 cents each, and Royal Savoy at 13 cents a package.

Bachelor cigars are being extensively advertised on the bill boards here. I saw several on Federal street, and they were in a conspicuous place, where you could not miss seeing them. ALFO.

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO. Successors to F. H. BARE & SON
Largest Plant in the State — Packers and Dealers in LEAF TOBACCO — We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA. MAIN OFFICE: Lancaster, Pa.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, SPANISH, LITTLE DUTCH and GEBHART.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
· BANDS & EDGINGS ·
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 171 RANDOLPH ST. BRANCHES SAN FRANCISCO 151 BRANNAN ST.

CHANGES IN CHICAGO TRADE

Increase of High Rent Causes Well-Known Dealer to Move.

Chicago, March 26.

Leaf tobacco men, manufacturers and well informed retail dealers are coimng around to the conclusion that conditions in the leaf markets are not only likely to become really serious, but as the old darkey would say, "They've already done got there." Wise leaf men have seen present conditions coming and have prepared for them as well as they could by the contracting for new fields of tobacco or by securing added supplies from sources not already fully worked. The unwise ones have been caught and are short of goods.

Albert Breitung, president of the Chicago branch of the Cigar Dealers' Association of America, has the distinction of owning the smallest cigar store in downtown Chicago occupying a building by itself. This store, which is on Michigan boulevard north of Van Buren, is one of the Breitung branch stores, and occupies a little white one-story structure tucked away between monsters of eight or ten stories on either side. The store, notwithstanding it diminutive size, does a good business. It catches the trade going up and down Michigan boulevard on the way to and from the Van Buren street station of the Illinois Central.

Colonel M. W. Diffley will give up the store at State and Washington streets on May 1. When one of the large jewelry firms lost its lease at Randolph and State streets recently, it began casting about for a new location. The Diffley store was regarded as the most suitable, hence the jewelry people made an offer of $15,000 a year for the corner. Mr. Diffley thought he was taking a long shot by agreeing to pay $12,000 a year, and declined to stand another $3,000. He will move stock and fixtures to a newly acquired store alt 27 Clark street, where he is building large humidors. From the Clark street store Mr. Diffley will continue the jobbing business which he has built up, and expects also to work up a good trade in the new place. This new move concentrates two stores into one and leaves Mr. Diffley four stores, viz., the main store on Madison street, the Clark street store, the store in the Isabella building and the one at Harrison and State streets.

The Schaffner-Collins Company, whose retail and wholesale departments have been at 273 Wabash avenue for the past two years or so, are preparing to close out their retail department on May 1 and have rented rooms for their wholesale offices at 614 Cable Building, Wabash avenue and Jackson Boulevard. The company handles Lopez, Grau & Company's Duke of Omond; the Garcia, Pando & Co.'s Famabella and La Victoria; Congress Cigar Company's La Palina; the Independence Cigar Company's First President, and a 5-cent Invincible; and the Dolly Madison, a five cent cigar made by I. N. Carvalho & Company.

A serious fire this afternoon on Michigan avenue above Randolph street, in the same block as that occupied by J. & B. Moss, threatened their building. The buildings belonging to Sprague, Warner & Company were almost directly across the street and had a narrow escape from ignition.

J. M. Landfield, of the Cuban-American Cigar Company, New York, visited Chicago houses last week.

Joseph Mayer, president of the Independence Cigar Manufacturing Company, Detroit, has returned from a trip to the Twin Cities and other Northwestern points. He says the outlook has seldom been better.

LEXINGTON A GROWING MARKET.

Capitalists Propose Another Big Warehouse and Stemmery.

Lexington, Ky., March 22.

Lexington has established a tobacco market such as that maintained by Louisville, Cincinnati, Richmond and other tobacco centers. The Burley Loose Tobacco Warehouse in Lexington is now in its second season, and has already paid half a million dollars to the farmers of the Bluegrass. The sales every Monday in particular, attracts buyers from Virginia, North and South Carolina, New York, Louisville and Cincinnati.

There is also a strong movement on foot among moneyed men here to open a new warehouse and also establish a tobacco stemmery, which will employ four or five hundred hands.

Superintendent of County Roads, L. P. Spurr, on being asked for his opinion as to the advisability and the chances of building up a great market here, said:

"There is no reason why we should not have such a market here. The farmer by selling here gets away from shipping in the hogshead. He can give his tobacco care. When he runs off to Louisville or Cincinnati he must sell or get burned. Here he gets a check for his money and there is no rebate of any kind. In Cincinnati and Louisville, if the hogshead does not agree with the sample there is a come back on the farmer."

A. S. Herndon, a leading buyer from Richmond, Va., and who has purchased many hundreds of thousands of pounds here since the beginning of the season, said:

"Lexington has all the elements for a successful market. But the loose way of handling tobacco is new to the farmer here, and he must be educated up to the system."

F. R. Toewater, manager of the Continental Tobacco Company, said:

"Lexington is an ideal place for a great tobacco market. It is in the center of the Burley field. Why, in Fayette county alone, my company has already contracted for more than five million pounds of tobacco and we have had delivered to us already more than 3,500,000 pounds.

"Lexington is the clearing house for over thirty branches of our business. We should give every advantage to any new warehouses that may desire to come here and encourage them by low taxes."

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT

A FULL HAVANA
FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade Seed and Havana Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
Minneapolis, Minn.
Fine Union-Made Goods a Specialty.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade Seed and Havana Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

WHEN QUALITY COUNTS

5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1878 } 12 S. George St., YORK, PA.

C. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf-Tobacco
WRIGHTSVILLE, PA.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

PROGRAM OF EXPOSITION.

Many Treats in Store for Visitors to Madison Square Garden.

Plans for the great Tobacco Trades Exposition to be held in Madison Square Garden are coming along swimmingly and interest in the event grows daily. Every branch of the tobacco trade and its allied industries will be represented.

The cultivation, growth and curing of tobacco leaf under the supervision of the U. S. Agricultural Department and that of Canada will be d monstrated and a field of tobacco will be shown in full bloom.

Among other things represented will be corn cob, briar and meerschaum pipe making, cigar and cigarette machines in motion, suction tables, grinders, dryers, cigar moulds, box making, label printing, cigar ribbons, cigar bands, agricultural implements used in the cultivation of tobacco leaf, advertising novelties, cigar cutters, cigar lighters, show cases, etc.; the Garden will be transformed into street scenes in Havana, Porto Rico, West Indies, Tampa and Key West; Turkish and Egyptian cigarettes will be shown by natives in Oriental costumes; a southern tobacco plantation, with the darkeys singing old southern melodies and a real southern tobacco auction sale; a thousand mile trip through the Western countries and the tobacco fields in a touring car; a real Indian village with a full tribe of Indians and a band of thirty Indian musicians. There will also be a grand display of tobacco leaf with handsome prizes and premiums offered to tobacco growers for tobacco in its different class, such as binders, wrappers, fillers.

CONSTITUENTS WON'T RETURN HIM.

Congressman Cooper, of Wisconsin, Injudicious in Favoring Payne Bill

Racine, Wis., March 22.

Congressman H. A. Cooper, of Wisconsin, representative of the tobacco growing district, will have to fight hard to go back to Congress, on account of his support of the Philippine tariff bill. Effective work is being done against Cooper because of his vote in support of the bill, and there is much sentiment against him.

Strange as it may seem, there is no other Wisconsin congressman who would suffer any great loss of votes because of the Philippine bill. With the exception of a small section of Dane county, where tobacco raising forms a portion of the agricultural industries, practically all the tobacco lands in Wisconsin are in Congressman Cooper's district.

Tobacco growers at Edgerton and other points in Mr. Cooper's district are sending literature to the farmers of the district telling them of Mr. Cooper's vote in support of the Philippine bill and asking them to give support to an organized movement for his defeat because of this vote.

That Senator La Follette will stump the First district in aid of Congressman Cooper is said to be an assured fact, and it is said that at least ten or twelve speeches will be made in the First district by Senator La Follette. The Senator has practically admitted that he must do this much for Cooper in letters to friends in which he has asked that the personal influence of Madison men be used in an attempt to stem the tide of sentiment against Cooper in the First district. Mr. Cooper is the only congressman in the State who has ever come out in an open campaign for Senator La Follette.

PATENTS RELATING to TOBACCO, Etc.

815,790 Tobacco press; Frank A. Bonroe, St. Louis, Mo.

815,700 Combined cigar clipper and match safe; Robert O. Hammond, Buffalo, N. Y.

815,596 Self striking match safe; Martinus Larsen, New York.

815,443 Pipe, cigar, or cigarette holder; Benjamin A. Levett, New York.

815,359 Machine for handling cigar bunches; Wm. S. Luckett, East Orange, N. J.

—The St. Louis City Council has imposed a tax of two dollars on each slot machine operated by cigar dealers in that city.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

WM. STEINER, SONS & CO.
Lithographers,
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto. The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

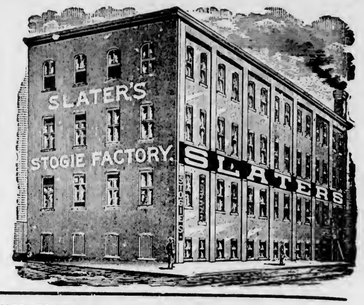
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.

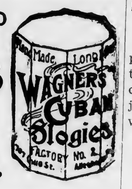
Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.



GEO. STEUERNAGLE,

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, &c.
JOHN A. SAUL,
Le Droit Building, WASHINGTON, D. C.
CORRESPONDENCE SOLICITED.

LARGEST ACREAGE EVER PLANTED

Black River Falls, Wis., March 22.

The farmers of the county are preparing to plant the largest acreage of tobacco ever in the county. Several carloads of last year's product have just been marketed here and the profits were highly satisfactory.

Business Changes, Fires, Etc.

Arkansas.

Searcy.—E. E. Pilkington, cigars, news, etc., suceeded by W. H. Black.

Connecticut.

Thompsonville.—J. Guy & Son, cigar manufacturers, petition in bankruptcy.

Florida.

Port Tampa City.—B. Garcia & Co., cigar manufacturers, petition in bankruptcy.

Tampa.—El Nacional Cigar Co., manufacturers, charter granted.

Georgia.

Atlanta.—David Straus, retail cigars, petition in bankrutcy; receiver appointed.

Idaho.

Blackfoot.—McAtee & Co., cigars and confectionery, transferred assets for benefit of creditors.

Lewiston.—Pring & Co., wholesale cigars and merchandize brokers, succeeded by Pring-Parsons Co., Ltd.

Illinois.

Chicago—Charles Becker and William C. Dunne, cigars, chattel mortgage, $1,500.——Mrs. Janet Campbell, cigars, etc., sold out.

Indiana.

Indianapolis.—William R. Griffey, cigars, sold out.

Lafayette.—F. Joerns & Co., cigar manufacturers, succeeded by Frank Joerns.

Warsaw—Chapman & Roberts, wholesale and retail cigars, etc., will dissolve.

Maine.

Rockland.—H. C. Clark & Co., not inc., cigar manufacturers, H. C. Clark, individually, chattel mortgage, $1,000, discharged.

Maryland.

Baltimore.—Frederick Wagner, cigar manufacturer, closing out.

Massachusetts.

Boston.—John J. Moulton, cigars, tobacco, etc., damaged by fire.

Greenfield.—A. R. Willard, cigars and tobacco, sold out.

Lowell.—Henry Boot, cigars and tobacco, dead.

Minnesota.

Duluth.—Metter Cigar Co., manufacturers, judgment, $318.

Ohio.

Columbus.—John J. Hart, Jr., cigars, moved.

Lima.—C. J. McCune, cigars, sold out.

Norwalk.—W. S. Gordy, cigars, etc., damaged by fire.

Oregon.

Cottage Grove.—H. R. Bills, cigars, etc., chattel mortgage, $429.

Pennsylvania.

Allentown.—Scheirer & Zimmerman, wholesale and retail cigars, succeeded by George W. Zimmerman.

Rhode Island.

Woonsocket.—Coleman & Croke, cigar manufacturers, damaged by fire.

South Carolina.

Timmonsville.—J. W. Berger & Co., leaf tobacco, burned out; insured.

West Virginia.

Parkersburg.—George Rauchhorst, tobacco, bankrupt.

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day

Phones: Keystone, Main 273; Bell, Market 234
WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS
ENGRAVING ELECTROTYPING EMBOSSING

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

HAROLD FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"

It's Full of Havana. That's Enough for 5 Cents.

Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of **High Grade Cigars.** No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVI., No. 14. | PHILADELPHIA and NEW YORK, APRIL 4, 1906. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
PHILIPP J. KOLB. WILLIAM J. LANAGAN.
232 ARCH STREET, PHILADELPHIA.

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

Our holdings of
Over 1200 Bales
NEW SUMATRA TOBACCOS
Now Ready for Inspection
It will pay you to look over our line of both Old and New
H. DUYS & CO.
170 Water Street, New York City
De Amsterdamsche Tabakshandelmaatschappij, Holland

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food You Eat
Vesper CIGAR 5

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS
Makers of
Hollard's Premiers
Franklin Club
Luxury
and NUMEROUS PRIVATE BRANDS
Seal Cigar Factory
2203 South South Street, Philadelphia
Hollard's

MANETO CIGAR
GUMPERT BRO'S.
Manufacturers
114 N. 7th St. Philadelphia
VIRTUE LIBERTY & INDEPENDENCE

Factory 1839, First District Penna.
Pathfinder
THOMAS J. HUNT NOTARY PUBLIC PHILADELPHIA
SOLD UNDER BONA FIDE GUARANTEE
W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA Smoke
CAMELA 5c. CIGARS
Made by
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

PATTERSON CO LOSES SUIT

Court Awards Damages to Lorrilards in Red Tin Tag Case.

Judge Nathan Goff in the U. S. Circuit Court has made a decision in favor of the P. Lorrilard Co. against the R. A. Patterson Tobacco Co. in the case which the former brought to recover damages from the Patterson company for alleged infringement of the red tin tag trade mark on its goods.

Judge Goff rules that P. Lorrilard & Co., predecessors of the P. Lorrilard Co., were the first to adopt as a designating mark for plug tobacco a small red tin tag and that it has been used uninterruptedly from August 1879 until June 1891. The Court determines that the Patterson Company has infringed upon the trade mark since September 13, 1890.

The decree was received by A. B. Dickinson, appointed special master, and the Patterson Company is ordered to deliver up to him within 30 days from date of the decree all round red tin tags and all advertisements of the tag in the company's possession, to be destroyed. The defendant company is also ordered to deliver to Mr. Dickinson "all plugs of tobacco and all boxes and packages containing or designed to contain plug tobacco now in the company's possession which may be marked tagged, or labeled with the trade mark."

After the filing of the master's report which includes an account of the profits made by the Patterson Co. from the sale of plug tobacco bearing the tag in question, the Court will rule upon the amount of damages to which the Lorrilards are entitled. The Patterson Co. is ordered to pay all costs of the suit.

TOBACCO PEDDLER'S BOND.

It Remains Good Whether the Premium is Paid or Not

Commissioner of Internal Revenue Yerkes has ruled that the bond of a tobacco peddler is a continuing obligation, and its validity is not affected by the failure of the peddler to pay premium to a surety or guarantee company on the bond. He says that the collector need not call for a new bond in such case where the sureties are good and sufficient and there has been no extension of territory to be covered. The bond remains good whether the premium is paid or not, and the question with the collector is solely as to the sufficiency of the bond. The question of payment of premium is between the surety company and the tobacco peddler, and the internal revenue bureau has no jurisdiction in the matter of the failure of the peddler to pay the premium to the surety on his bond. It is for the surety company to adopt whatever legal means it has for collecting the premiums on the bonds which it signs. Commissioner Yerkes states that it has never been necessary to require new bonds each and every year from peddlers of tobacco

J. Edward Stake, formerly vice president of the International Tobacco Co., of New York., is no longer connected with the company.

NO ERRORS CAN NOW OCCUR IN CROP REPORTS.

Secretary of Agriculture Wilson, in Annual Report, Says Method of Handling Returns Has Been Thoroughly Recast. Hopes the Law Will Reach All Offenders.

Washington, D. C., March 29, 1906.

The annual report of the Secretary of Agriculture, together with the various bureau reports has been issued and contains rather extended reference to the errors in the crop reports which brought the Department into such disfavor a few months ago. A change of method was found necessary and Secretary Wilson explains the new system and declares there can now be no possibility of error. The matter is particularly pertinent in view of the fact that there is some talk of appointing a Congressional committee to investigate the department on general principles. The report in part is as follows:

The Bureau of Statistics, acting as a disinterested agency, has assumed the task of keeping the farmers, the dealers, and the users of farm products informed, and the general acceptance of its estimates in deciding prices is the only proof needed to establish the reasonable accuracy of these estimates. These monthly reports serve as guides to all intermediate reports from whatever source, which without this monthly basis would be too local and partial to be of much value, and enable producers to know the facts as to the promise of prices for their crops, that false reports —which were common before the Government arranged to give the facts as nearly as they could be ascertained—may not mislead them into early sales at prices purposely made too low.

The Bureau of Statistics issues each month detailed reports relating to agricultural conditions throughout the United States, the data upon which these statements are based being obtained through a special field service, a corps of State statistical agents, and through a very large body of voluntary correspondents composed of the following classes: County correspondents, township correspondents, individual farmers, and special cotton correspondents.

A special field service is composed of ten traveling agents, each assigned to report for a given group of States. These are especially qualified by statistical training and practical knowledge of the crops. They systematically travel over the districts assigned them, carefully note the development of each crop, and keep in close touch with best-informed opinion; and they render written and telegraphic reports monthly and at such other times as required.

The State statistical agents are paid agents located in 43 of the States. Each of these reports for his State and maintains a corps of correspondents entirely independent of those reporting directly to the Department at Washington. These State statistical aids report each month directly to the State agent on schedules furnished them. Their reports are then tabulated and weighted according to the relative yield or area of the given crop in each county represented, and are summarized for the use of the State agent. Then he coordinates and analyzes them in the light of his own knowledge of conditions derived from personal observation and other sources, and prepares his monthly and other written and telegraphic reports to the Department.

Finally at the end of the growing season a large number of individual farmers and planters report on the results of their own individual farming operations during the year.

Eleven reports on the principal crops are received yearly from each of the special field agents, State statistical agents, county correspondents, and township correspondents, and one report relating to the acreage and production of general crops is received during the year from individual farmers.

It has been found necessary during the past year to thoroughly recast our methods of handling the crop reports. A gross breach of trust on the part of one of the responsible employees of the Bureau of Statistics, involving the misuse for private gain of the confidential reports to which this person had access, revealed a weak link in the chain. An entirely new method of handling the reports was devised, which it is believed makes it practically impossible for such a breach of confidence to occur in the future.

In the case referred to the prompt dismissal of the culpable official was followed by the submission to the Department of Justice of the whole matter, with a view to the prosecution of the guilty party or parties. It has thus passed beyond the jurisdiction of this Department. It is hoped that the law will be found adequate to reach this class of offenders.

This Department acted with vigor and dispatch when it got evidence of wrongdoing on the part of its own officials, but we have no evidence of disciplinary or preventive action at the traders' end of the line, where gamblers interested neither in production nor consumption disturb values to the injury of both, and make loud outcry when creatures of their own kind corrupt officials to betray confidence for the love of money. The responsibility for this "leak" is shared by everyone who, to get money without work, gambles in farm products. When this form of industry ceases these parasites who tempt Department officials will have to work for their bread.

For the purpose of checking up the result of the several sources of information and reducing the possibility of error to a minimum, the final results are made up by a crop-reporting board composed of the Chief Statistician or Chief of the Bureau of Statistics, as chairman, and four individual members, selected from statisticians and officials in the Bureau and members of the special field service called to Washington on report days for that purpose. Thus the plan is to select this board of four members each report day from an available corps of six or eight men well trained and thoroughly informed as to crop conditions and as to the relative value and correctness of the reports from the different crops of correspondents. This board, with several expert computers, meets on report days in the office of the Statistician under the personal supervision of the Secretary or the Assistant Secretary.

After the assembling of the board all reports by States from the several distinct corps of correspondents are brought together in convenient form in parallel columns on tabulation slips, and the board is thus provided with several separate estimates covering the same territory and the same crops, made by the respective corps of correspondents, each reporting for a territory with which he is thoroughly familiar. There are also prepared for the board abstracts of the reports on each crop by States from the weekly weather-crop bulletins of the Weather Bureau, issued during the month. With all these data before them each individual member of the board computes separately his own estimate of each crop by States. These reports are then compared and discussed by the board under the supervision of the chairman, and the final figures by States are decided upon. These State estimates, which are in percentages, are then multiplied into the acreages for their respective States. The sum of these products is divided by the sum of the acreages giving the percentage for the entire crop for the United States.

FACTORY LIKE A CATTLE PEN

Says Prison Cigar Shops Reek of Deadly Disease.

Cleveland, O., March 29.

Business Agent A. M. Crutch, of the local branch of the Cigarmakers' Internaational Union has visited the cigar factories in the State prison and made a sensational report as to the conditions he declares he found there. Naturally, Agent Crutch is influenced to a certain extent by the desire of the union to do away with the competition of convict labor, but if half he says is true, an investigation is in order. Mr. Crutch says in his report:

"The cigar factory will describe, in part at least, the conditions in the prison workshop. It is a three-story building in which convicts are housed so closely that the visitor wonders why sweatshops are condemned when these conditions exist in a State institution. I first visited the packing and stock room, which is the best part, and is all right, as far as sanitary conditions are concerned. Next the drying room, and where dry fillers are kept. I spent but a few minutes there, as my breath was all gone and I started to feel sick. It is a place not fit for a human being; next the working room, where the cigars are made, was visited. It reminded me of a cattle pen in the stock yards. The team system is used there, bunches are made by machine, and rolling is done on suction tables. The bunch maker makes 1,400 bunches a day, the rollers (I could not get the exact figures) about 600 or 700 a day. There are only three practical cigarmakers there.

"The next place I visited was the limit; that is the stripping room, situated down stairs. It reminded me of reading of the black hole of Calcutta. How a human being can live there is something I cannot understand. The convicts sit so closely huddled together that one would think they were glued together; no ventilation, bad light, and you can very easily see consumption right in their faces at a glance; some are sitting there with cloths tied over their nostrils and mouths. I got dizzy after being there a couple of minutes

"The contractor pays the State for the convicts in the cigar factory, of which there are 200, an average of 42 cents a day. The penitentiary shop is factory No. 105, 11th Rev. Dist., Ohio."

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
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LEWIS BREMER'S SONS
IMPORTERS OF
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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Importers of HAVANA and SUMATRA
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Importers & Packers of
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Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
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K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

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DEALER IN LEAF TOBACCO
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J. S. BATROFF,
224 Arch St., Philadelphia
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E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

The Old Salesman's Musings.

HE HAS VANISHED FROM WIGWAM AND BATTLEFIELD.

Passing through an obscure street in Brooklyn the other day and finding myself out of cigars I looked around for a store. My eye caught something so unfamiliar it took me several seconds to grasp its meaning.

It was the remains of a storm-scarred Indian maiden, patiently holding out her little bunch of cigars to the passer-by, and noting with eagerness the gradual demolition of her own body bringing nearer her trip to the Happy Hunting Grounds.

Poor dusky dame! Half her nose was gone and her bulky short skirt and fat leggins needed considerable of the paint which decked her forefathers' countenances. I mused on the strange coincidence of the passing of Lo in the flesh and of his counterpart in wood.

We don't realize how few of these cigar store signs there are until we run across one of them. Then it strikes us that we haven't seen one before for a long while. I can't help wondering why, if the noble chief in his aggressive attitude and his war panoply is out of date, they don't rig up a peaceful looking redskin with his queue—I mean his scalp lock—cut short and his lips glued to a cornet. That seems to be the regulation Indian career now-a-days: go through Carlisle and then join a brass band.

But the disappearance of this class of cigar store signs is not due so much to a passing out of fashion, but because the art of making them is becoming a lost one. It is a pity, for there never will be a more distinctive, and indeed, in a way, distinguished sign than this.

Not only the red man and his maidens, but the Scotchman in his gaudy kilts and plaids, the good old plantation negro with his bullet head and tremendous lips, the baseball player, Punch, Uncle Sam, Lord Dundreary, the Turk, sailor and all the rest of the motley army; all passed my eye in grand review as I gazed at the Indian maid in Brooklyn, and passing, waved their wooden cigars at me in pathetic farewell.

In storm and sunshine, through ices and bakes they kept their posts twenty-four hours a day, a beacon of satisfaction to the smoker, the chewer, the snuff-user. Their health grew worse in the service as the years ran by but there was never a complaint.

I'd like to see the whole band back again, so I would, but I'm afraid I never shall. The few old cobblers that we know, complain as they bend over their corny knees that they can get no apprentices, that their tools might as well be buried with them. That seems to be the situation with the wooden signs.

There was never anything tremendously artistic about these signs but there was a lot of work to them, and it took more than a dub to turn them out. Most of the figures were made by wood-carvers who did the greater part of their work on ships. We remember the time when every respectable vessel of size had a more or less elaborate figure-head in addition to other ornamental carving. The present lines of a ship, excepting yachts, don't admit of this, and so the ship carver is out of a job.

He used to make his cigar store signs when work was slack on vessels. Losing the best end of his trade made that trade undesirable, although a good Indian warrior with all the essentials will still bring $100 or more. So those who already were carvers remained carvers but there were few recruits.

Still further discouragement comes from the change in the appearance of cigar stores. There doesn't seem to be any place for the poor Indian to stand now. There is no room for him in connection with an office building stand, with a saloon stand, with a hotel stand, or with a United branch which must be advertised in the uniform way the company has chosen.

As a matter of fact, all the newer stores are arranged in a "smart, modern" way which gives no foothold to the embarrassed wooden has-been who is able to do nothing but stretch forth a hand in mute appeal. Some time ago I saw one battered and broken Indian tossed into an unused room with a lot of other lumber. Still hanging about its neck was a "For Sale" sign. The ancient warrior had not been allowed even enough time to sell himself.

There are localities where the race is not yet entirely run, but the time is short. In the smaller cities and country towns, a fair sprinkling of the figures can be seen but nearly all of them are old. These wooden men live to a fairly respectable age and they will usually be allowed to hold their pets until they become almost disreputable.

When a man starts a new store, however, and looking about him, sees that the majority of stores are without that

(Concluded on page 7.)

The Red Devil
always pays
highest price for
First-class
Cuttings and Strips
Send sample
The Red Devil
Cincinnati, Ohio

J. E. SHERTS & CO.
Lancaster, Pa.
WILLIAM JACKSON
Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

HERE is some very interesting reading which practically consists of the autobiography of a successful cigar and tobacco retailer. The article was written by David Gibson and is self explanatory. Many dealers may not agree with all his ideas and their disagreeing will by no means prove them wrong. Different circumstances require different methods. The story embodies many good suggestions, however, ones which can be adopted with profit. This is the article:

Twenty years ago I was an underpaid, overworked clerk. Today I own seven cigar stores, all on prominent corners in the business section of a middle west city, besides a jobbing trade extending over the State. I have lived well, supported my parents, educated several brothers and sisters, and invested in real estate and securities of increasing value.

My father failed financially and I left school at an early age to clerk in a cigar store in the town's gambling district, where I received $6 a week and a knowledge of how to conduct a cigar store and how not to conduct one. The stock was high grade at first; for the customers were "good spenders," but the proprietor, in the course of a few years, succumbed to the besetting influences of the neighborhood and the store degenerated into a "front"—the headquarters for one of the many local lotteries that existed in those days.

During this period I saw my employer dissipate a prosperous business to a mere dive; I saw him degenerate to a hopeless physical and moral wreck; I saw him arrested for embezzlement; I saw the sheriff seize the store. I learned how not to conduct a store.

I helped the assignee take the stock, and among the assets was a little stand in the town's principal hotel. When we had finished with this the hotel proprietor asked what it invoiced. I told him $50.

"Why don't you buy it?" he asked.

"I haven't the money," I replied.

"If you'll take this stand," he said, "run it right, I will loan you the money to buy it, and trust you for the first month's rent." Of course I accepted. This was the foundation of my fortune.

A local jobber gave me credit to replenish the depleted stock. I bought good cigars the finest sizes in each particular grade, and sold them at a profit. Those which most dealers offer at 5 cents straight I priced six for a quarter; the 10 cent straight, three for a quarter; and the 15 cent straight, two for a quarter. In a day or two I noticed hotel guest customers coming back, asking for the same brand, and buying in larger quantities; then people came in off the street and I made money from the beginning. Throughout my business career I have adhered strictly to the principle of giving big values, the individual profits being small. I have depended on the annual volume for a net result—this has been the corner stone of my success.

In the beginning I worked long hours to save clerk hire. With the first surplus money I bought an outfit of quiet but elegant clothes. This might seem extravagant, but trade is attracted by the favorable appearance of a business, and the proprietor should begin with his own person. The next surplus went for new fixtures of the most modern design obtainable.

My success was soon noised in the trade, and the large manufacturers' travelers called and offered liberal lines of credit, enabling the purchase of stock direct without the intervention of a jobber's profit.

I bought the best goods of the best makers, and my trade grew to the extent that I could demand the exclusive distribution of the brands I handled. I always have insisted on this; for if I establish a local reputation for a brand I am entitled to enjoy its exclusive sale. I was extremely careful, not alone in ordering goods, but in their receipt. If not up to represented quality they were sent back, and manufacturers soon learned my standards. Of course, in my years of experience I have worked up a list of factories on which I can depend. These are as anxious to satisfy me as I am to satisfy my trade.

Another essential point in which I exercised eternal viligance was in the keeping of cigars at the proper degree of moisture.

I was one of the first men in the country to use metal trays containing damp sheets of felt in my store cases. This in itself attracted trade, for I know that I have customers that walk several blocks out of their way to be sure of a fresh cigar, rather than a dry and dusty one from a careless dealer.

I had no permanent clerk until I could afford a good one, and I have always used the same care in choosing help as selecting stock. I pay men enough on which to dress, live, and feel well. A clerk's personality attracts and retains trade the same as in the case of an employer. In certain cases I am a believer in the profit sharing system; for if an employe contributes to the success of a store he is entitled to participate in the returns. Of course the employer's investment of capital and exercise of executive force entitles him to the major share he has major ability. The man that overworks or underpays his help is "muzzling the ox that treads out his master's grain." Good feeling reverts to the good of all in all ways material gain and peace of mind. My confidence has been abused and shaken many times, but we must look at the proposition generally rather than individually.

The money I saved and the credit I established in five years enabled me to buy a corner lease on a principal business thoroughfare. I cut out the heavy brick walls and filled the spaces with plate glass and employed an artist-architect to design the fixtures, wall and ceiling decorations, and mosaic floor. I retained a connoisseur to select ceramics, rugs and paintings—not pictures of women, but landscapes and character studies by good artists. Of course, I personally knew nothing of such matters—I was simply fortunate in the selection of one who did.

By an established system I soon learned that many stores could be managed as easily as one. I have a general stock room from which each stand is supplied. Each article is charged to a stand at its single retail price: for instance, fifty cigars, 5 cents each, $2.50. If six are sold for a quarter, it is indicated by a special check mark on the cash register. If a fifty box of 10 cent cigars is sold in a single package at $4.50 the difference between their single selling price, 50 cents, is recorded on a credit ticket. If a clerk or myself take cigars for our own use it is also credited on a ticket. An inventory is taken of each stand each month; this, with the receipts, indicates the standing—if short, something is wrong.

I have established on an average of one store in each three years of my business life. During this time I have not had one hour's anxiety—I have kept a picture of success before me. I have curbed my ambition to the proportions of my revenue; I have borrowed much money, but never an amount that I could not comfortably meet from my income when due.

I might say that the careful consideration of the details ordinarily overlooked by dealers has been the superstructure of my success. For example, if you go into the average store and ask for such and such a cigar, one they don't happen to handle, the clerk will say: "No, but we got one that beats it." You are offended. Men pride themselves on their preferences and do not want to be questioned. I taught my clerks to say: "No, but we have a cigar that I think you will like just as well."

I early began to use souvenirs when such favors were uncommon. I have continued to make the practice unique by presenting something of a high grade. I never give away anything that I am not willing to use myself. Cut flowers are delivered to my stores every day for decoration, and Sunday mornings every customer receives a carnation. I have kept my store clear of slot machines and any article of stock extraneous to my specialty.

Usually men go into the cigar business after failing at everything else, because they believe that no special knowledge is required. There is as much or more to know about cigars as any mercantile line. There are about forty-five different brands in my stock and some of the clear Havana brands are in forty or fifty different sizes, varing in color and price. One without a knowledge of tobacco and its manufactured forms is utterly at the mercy of unscrupulous makers and jobbers. A dealer must not undertake to carry all well advertised cigars; his stock would soon consist of odds and ends. Get an exclusive line of your own and work up a trade on it. There are always new factories springing up that are anxious to build a business on an honest basis. Test each consignment to see that it conforms to samples, smoke just as many 5 cent cigars as the expensive ones.

The sale and selection of cigars not only involve a knowledge of your own brands, but those handled by your competitors, for when a customer asks for a cigar that you do not handle you must be able to substitute one of the same class and of a little bit better quality in order to induce him to become a regular patron.

The jobbing department of my business was a natural growth. The inquiry for my brands by customers at their neighborhood drug store made the demand. The character of some of these merchants and my lack of knowledge in extending credits caused me no little annoyance at first. In any business, wholesale or retail, there is the unreasonable dishonest customer and a concern can get along without him as easily as an unreasonable, dishonest employe—there is always another of good character to take his place.

I believe in advertising—everybody does in this age; but I mean in a broader sense: Good values at small individual profits are an advertisement; a prominent location and clean, artistic surroundings are advertisements; a well appearing and well mannered clerk is an advertisement. Protect your business in its vital particulars and then make it known. Building up a business on mere publicity is superficial and like prolonging the death throes by administering oxygen. When you have the goods printer's ink the fact—it is the attraction of gravitation of the business world.

• • •

WOULD GIVE A COURSE IN CLEANINESS.

"IF I had enough money to retire from business," said a well known to baconist, "and desired to do something for my fellow men, instead of founding libraries or giving large sums of money to charitable institutions, I would give a course of free lectures on cigars, smoking and chewing tobacco and snuff.

"There is just as much difference in the quality of the tobaccos out of which these products are made as there is in the various brands of flour, canned goods or other foodstuffs. While it is hardly correct to speak of tobacco as adulterated because no other substances are used, yet it can be so flavored with essences that the quality can be made to appear much better than it is.

"In the smaller shops, where the proprietor keeps a sharp watch on his workmen and sees that they are cleanly in their habits, scraps are as free from dirt as the tobacco found in the best cigars. In the larger shops, however, where hundreds of workmen are employed, it is impossible to keep watch of each one and compel him to observe the laws of hygiene.

"I would teach men to exercise the same care in selecting the tobacco they use—whatever the form—as they would in buying supplies of food for their homes. I believe such lectures would, if delivered in the various cities of the country, have the effect of materially reducing the sales of tobacco trash and greatly benefiting the health of the smokers who attended them."

We're Tobacco Doctors — We'll Prescribe for Yours

Cuban Betune— Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Havana Tobacco Ferment

Merely Flavoring Your Tobacco does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.

You Must Destroy and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the **Pure** leaf for your cigars.

Havana Tobacco Ferment Does This: It acts chemically on all foreign pigments and gums. **Thoroughly Destroys and Removes All Undesirable Elements.** It gives you the **Pure Leaf** and **Best Part** of it. It gives a thoroughly clean leaf.

Then Use Any Flavor You Wish, and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanallin— It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Gum Tragacanth— Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Cuban Licorice— CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works

EDWIN G. ECKERT, Proprietor — J. L. HOLLAND, York, Pa., Special Representative

HANOVER, PENNA.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

sort of sign, he perceives no reason why he should dig into his pocket and spend fifty or a hundred dollars unnecessarily. When the majority of stores had them, the majority of newly established stores had to get them. Now it's just the other way.

So as I passed the forlorn Pocahontas clinging sadly to her little job on the obscure street in Brooklyn, I gave her a glance which expressed much pity but not any hope. She will leave no children to chant her praises in the circle of the camp fires. THE OLD SALESMAN.

CALIFORNIA TO BE DEVELOPED AS TOBACCO RAISING STATE.

Sacramento, Cal., March 29.

There has been some tobacco grown in California for several years, in a small way, but it has turned out so well that many Californians believe the State has advantages for tobacco culture. The matter has been brought to the attention of the United States Department of Agriculture with the result that seed for garden tests of a number of varieties which may prove suitable for culture will be provided by the department with careful instructions for its planting and care.

It is likely that one of the government experts will visit the State during the coming summer to inspect the plants and determine upon future experimental work.

—The recent freeze in the tobacco growing sections of Texas killed a great many of the young plants and in some instances replanting will have to be resorted to, which will make the crop late.

MOVING THE BUTLER & BOSHER CO. PLANT.

The Butler & Bosher Co.'s big tobacco plant at Twentieth and Grace streets, Richmond, Va., has closed down, and the machinery is being removed to the Mayo branch of the American Tobacco Company at Twenty-sixth and Cary streets. The majority of the Butler & Bosher employes will be retained. Mr. Butler has decided to retire from the tobacco business.

WISCONSIN TOBACCO MARKET.

Edgerton, Wis., March 30.

Gradually the tobacco handling season is drawing to a close and each week witnesses the shutting down of more or less of the warehouses. April first will see the work finished in by far the greater number of warehouses in the tobacco section of this State, though a few will continue to operate some weeks yet. Luckily the entire crop had been delivered before the spring break up of the country roads.

There continues to be abundant opportunities to dispose of anything the packers possess of a leaf nature, for which splendid prices can be obtained, the regret of every one is that there is not more for sale. G. W. Spitzner, of New York, has purchased a couple of packings of new leaf during the week. About 500cs were sold by J. M. Conway and a 171cs lot put up by D. F. Heddles at Evansville. S. L. Johns, of Hanover, Pa., who has been in the State, secured a 50cs lot by Campbell & Sayre, at Stoughton.

Shipments, 500cs.—Tobacco Reporter.

—The tobacco factory of Thomas & White, of Hannibal, Mo., was destroyed by fire.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.

J. U. FEHR & SON,

Importers & Packers of LEAF TOBACCO

700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,

READING, PA.

EDWARD T. COLGAN JOSEPH P. COLGAN

AMSTERDAM SUMATRA CO.

IMPORTERS & PACKERS OF

LEAF TOBACCO

154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana; Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia.

Tobacco

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,

Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Force Sweated Tops and Fillers ready for market. Write for prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone, 77-X Independent 'Phone, 1464-A

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VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS,

Importers of Sumatra and Havana

Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MANUEL MUNIZ VENANCIO DIAZ, Special Partner HILARIO MUNIZ

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

WILL BE DULL IN HAVANA TILL NEW CROP COMES.

What Old Tobacco is Left Remains at Stiff Figures, With No Chance of a Reduction. What the New Crop Will Be is Still a Matter of Doubt.

(Special Correspondence of The Tobacco World.)

Havana, March 26, 1906.

The week has been a very dull one again in our leaf tobacco market, and as there are no buyers and no stocks to speak of, nothing else can be looked for until the new crop begins to come in a few months hence,. The remaining vegas of old tobacco are held as stiff as ever and the owners do not show the slightest disposition to come down in their quotations.

As far as the new crop is concerned we are still all at sea, and cannot tell with any accuracy what the final outcome may be. Judging by the few lots of libra de pie which have come forward, as well as in isolated vegas of Vuelta Abajo, it is hard to form any opinion. Libra de pie as a rule is always of a flimsy character, and ought to be worked up at once, as otherwise it is likely to become musty. Tobacco which has been precipitated, and never has undergone enough fermentation in the piles is likely to become musty, or even rot, (particularly when packed too wet) or the tobacco will stand still (pasmado) if packed too dry without being betuned.

While everybody dealing in tobacco at the beginning of the crop season has to study the factors and find out how the new tobacco may behave during the process of fermentation, it seems that particularly this year opinions are greatly divided whether the flimsy, light kind of tobacco will be able to preserve its life, or become dead (vaciado) in less than no time.

Some people claim that the 1906 crop is similar to that of 1903 when everybody feared that the leaf would become "vaciado," although the tobacco behaved perfectly, and kept in good condition for more than a year; other people, however, fear that the leaf this year hasn't enough stamina, and either will have to be worked at once, or become worthless.

Another point that causes perplexity to the dealers and packers is the price they ought to concede to the farmers for leaf which is not perfect from the start, and on this account there is no enterprising or venturesome spirit to engage in packing operations upon a large scale.

While most of the dealers have had a fair year and made some money upon the crop, they are fearful that should they engage in packing extensively this year not alone their profits of the past season may be wiped out, but they might lose a good part of their capital besides.

Although we have had rains off and on, which have benefited the still growing tobacco in the fields, the weather has now turned dry again, and it may be that the rainy season will not set in before the middle or end of May, in which case the crop will undoubtedly be materially increased in quantity.

Sales

during the past week summed up only 646 bales in all, consisting of 303 of Vuelta Abajo, 243 of Partido and 100 bales of Remedios. For the American market 536 bales were taken, while for local consumption 110 bales changed hands.

Buyers Come and Go.

Arrivals: Sebastian Solaris, of Solaris & Co., Chicago; Felipe Rodriguez, of New York.

Departures: Francisco Diaz, for Tampa; Luis Martinez, for Key West; Sebastian Solaris, for Chicago.

Havana Cigar Manufacturers

are still busy and there seems no let up in the demand from the Uuited States, Europe, South America and Australia. It is to be hoped, however, when the importers begin to understand that not all of the 1906 crop has been lost, and that there will be a fair proportion of Vuelta Abajo which will make excellent cigars, that the present unnatural rush to ship goods, will subside.

The fear expressed that owing to the scarcity of the crop the cigar manufacturers would raise their prices appears unfounded as far as the independent manufacturers are concerned. The raise in prices inaugurated by the trust may prove to be a boomerang, as the only real sufferers in this case have been the retailers, who have had to undergo a further curtailment of their profits, the smokers not having been affected so far at all.

H. Upmann & Co. shipped 650,000 cigars of their own and other independent brands. The H. Upmann factory continues as busy as ever, and has excellent orders from all parts of the world.

Partagas is telling the same cheerful good news, as Cifuentes, Fernandez & Co. have all the orders on hand which they can possibly execute with dispatch.

Por Larranaga still keeps exceedingly busy, and upon the return of Don Antonio J. Rivero, the manager, from his trip all over the Vuelta Abajo, perhaps some more reliable news may be divulged, as far as the new crop is concerned.

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

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Vuelta Abajo Factory Vegas a Specialty

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Manufacturers of the Celebrated Brands,

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SOL and LUIS MARX

Consulado 91, HAVANA.

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

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Cable: CIPER. Habana, Cuba

Sobrinos de A. Gonzalez

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Growers, Packers and Dealers in Leaf Tobacco

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Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

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Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

Established 1834

POR LARRAÑAGA

Trade Mark Registered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero

PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

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AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

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LEAF TOBACCO and CIGARS,

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Monte 156, HABANA, CUBA.

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J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

Ramon Allones and Cruz Roja is turning out 25,000 cigars a day, the very utmost which Rabell, Costa, Vales & Co. are able to manufacture in their present building 96-98 Galiano street.

Sol is being pushed by its agents, the National Cuba Co., and orders are coming in from the United States and Canada in ever increasing quantities, so that Behrens & Co. are working with all hands.

Calixto Lopez & Co. report no change, and that the Eden factory is working as steadily as clockwork.

Buying, Selling and Other Notes of Interest.

Sebastian Solaris was a buyer to the extent of 200 bales of fine Vuelta Abajo vegas.

Bruno Diaz & Co. sold 200 bales of Vuelta Abajo and Partido.

Loeb-Nunez Havana Co. are steadily reducing their stocks as they are continuously shipping and selling goods, even if none of their customers are in town.

Jorge, & P. Castaneda since they moved to Dragones corner Egido street, in the so-called "Palacio de Villalba," have certainly one of the finest warehouses in town, where they can easily store 10,000 bales of cured tobacco. In the centre "patio" they can examine 500 bales at a time independent of the weather, having a true, falling light. In some of the rooms they have electric lights installed so they are able to find quickly any vega or class desired, without having to recur to the dangerous practice of using candles, as they have to do in most of our warehouses. Besides their general office, which is commodious having telephonic communication with every part of the warehouse, they also have upstairs some private offices, and a few rooms reserved for their customers, with American improvements such as bath, etc. They do not intend to start their escojidas until some time in April.

Jose F. Iribarren sold 100 bales of Partido.

Jose H. Cayro e Hijo shipped and sold 86 bales of Vuelta Abajo and Partido.

The firm of Jimenez, Miguel & Co. has been dissolved, and Don Juan Jimenez has just formed another connection with Don Alejando Bienes, Don J. Triana and Don Antonio Rodriguez, under the firm name of Jimenez, Bienes, Triana y Cia.

Don Saturnino Miguel will continue business with Cesario Gonzalez Perez, the former well known tobacco broker.

Don Fernando Cardenas, who used to be manager for Silveira & Co., has just issued a circular that he has formed a partnership with his cousin Nicolas de Cardenas, under the style of Cardenas & Co., at Jesus Maria 29, and Cuba 136.

Another new firm just started is the one of Martinez & Co., Amistad 96, formed by Don Manuel Martinez and Ramon Cepa, who were formerly working with Ernesto Ellinger & Co.

Receipts From the Country

	Week Ending Mar. 24 Bales	Since Jan. 1 Bales
Vuelta Abajo	647	4,905
Semi Vuelta	—	158
Partido	33	1,450
Matanzas	11	213
Remedios	35	4,958
Santiago de Cuba	878	1,121
Total	1,604	12,805

SOME MFRS. BUSY, SOME NOT.

Varying Reports Come from Lancaster as to Cigar Turnout.

Lancaster, Pa., April 2.

That portion of the 1905 tobacco which still remains in the growers' hands is being very rapidly delivered. Of the York county tobacco which has been purchased by Lancaster dealers, nearly all has been received by the local warehouses, and the packing season will soon be drawing to a close.

There have already been a few sales of the 1905 crop, and big as it appeared to be, it is stated on good authority, the demand for the goods is so great from every section of the country, that it will not remain long in packers' hands.

There is a variance of opinion in regard to the activity in the cigar trade. From some sections business is reported as fairly brisk, while in others, some hands are being laid off. The cigar box manufacturers are not particularly rushed, and when that is the case, it is usually safe to say that the manufacturers are not over-burdened with pressing orders.

J. C. Brill, a well known cigar salesman of Philadelphia, who represents among others L. R. Brown, of Brownstown, this county, spent several days at the factory headquarters during last week.

Chas. Lederman, formerly of New York and already so widely known in the cigar and tobacco trade that no formal introduction is necessary at our hands, has made his permanent home in Lancaster. Mr. Lederman has opened a leaf tobacco warehouse at 212 and 214 North Queen street, better known as the Sutter warehouse. Nicely appointed offices have been opened and considerable stock is being received. Mr. Lederman calculates on doing a wholesale business only and has already made substantial purchases of tobacco in Connecticut and elsewhere.

M. M. Fry, of M. M. Fry & Co., leaf packers of this city, who has spent the entire winter in Colorado for the benefit of his health, has returned greatly improved. "I feel like a new man," he says.

ERNEST ELLINGER & CO.
Importers of HAVANA TOBACCO

OFFICES:
161 Water Street, New York
Havana, Industria 160

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO

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NEW YORK

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Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

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Sumatra Tobacco
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NEW YORK.

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Almacenes de San Jose, HAVANA, CUBA.

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O. Z. VOORBURGWAL 227
Amsterdam, Holland.
Cable Address: "HERE."
OFFICE:
183 Water St.
NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, April 2, 1906.

Manuel Lopez & Co., cigars, have removed to 219 Pearl street, where they are occupying the upper lofts.

Joseph Abrahams, leaf dealer at 202 Pearl street, has issued invitation to the confirmation of his boy Emanuel, which will take place May 5 at Temple Beth Elohem, Brooklyn.

The Royal Tobacco Co. is making quite a hit with its Royal Havana Picadura smoking tobacco, which is put up in an attractive 1⅝ ounce package and goes to the retailer at 80 cents a pound.

The opening of the new United Cigar Stores Co. in the United States Arcade on Fulton street took place yesterday; five clerks were in attendance and the usual souvenir match safes were given gratis to patrons.

Mr. Barton, representing A. M. Pacholder & Co., Baltimore, Md., was here this week calling on the jobbing trade.

Jeffreys & Son, Fulton street retailers, have added to their stock the Trick cigars of the Alfonette Cigar Co., Boston, Mass., which sell well wherever placed. The usual trick cigars generally sell at 10 cents each but these goods retail at 5 cents straight and naturally sell better.

Jeffreys & Co., 81 Cortlandt street, are advertising in some of our local papers a new brand of cigars called Laonia, Rothschild shape, at $1 a box of 25. The cigar is claimed to be of ten cent quality.

Chas. Lederman, formerly of the old firm of J. Lederman & Sons, of this city, has started in business as a leaf dealer and commission merchant at 212-214 North Queen street, Lancaster, Pa., occupying Sutter Bros. old warehouse. Mr. Lederman just returned from the Connecticut Valley where he made some very desirable purchases and is on the ground floor to supply his many customers and friends in Pennsylvania with same at reasonable figures.

R. Gangemi, of Gangemi & Co., manufacturers of clear Havana cigars exclusively in Utica, N. Y., was here this week making preparations to remove the factory to New York.

Garcia, Pando & Co. have adopted the name El Matco Cigar Co. with offices at 48 Franklin street, and will distribute much of their product through this channel.

I learn this week of a sale of 75 cases 1904 Wisconsin 3 a's up at 18 cents m. w., also of 200 cases of 1904 Pennsylvania B's that brought 18 cents m. w.; these goods were sold by out of town concerns to jobbers here.

A. N. Barson & Co., cigarette manufacturers here report a good trade. Their Natural and Blue Nile packages are put up very attractively and duplicate nicely. Mr. Poldonick, a brother of the Philadelphia jobber, is doing some clever missionary work on these goods in that city. Mr. Barson expects to pay a visit to the city of brotherly love this coming week.

Morris Deutsch, of Deutsch Bros., 1397-9 Avenue A, who has been confined to his home for several weeks, has returned to duty. This well known firm is comfortably busy on its Union made cigar and look for a big year.

Chas. Jacobs, of Chas. Jacobs & Co., 353 East 78th street, who is now on the Pacific Coast, where he is doing a good business, will return to the city about April 12.

The Allen Tobacco Co., 31st street and 1st Avenue, is enlarging their working facilities to meet the demands of their growing business. This firm is now making a specialty of little cigars in neat foil packages, which form of packing is again coming into much favor with both trade and consumers.

H. Anton Boch, of H. Anton Boch & Co., 133 Reed street, has just returned from an extended business trip to Cuba and reports conditions in their line as very satisfactory. This firm has outgrown its present spacious quarters and will commence moving on April 3 into their new 8 story building at Warrick and Laight streets, which will be occupied exclusively by them.

E. A. Kline, of E. A. Kline & Co., 801 Third Avenue, is now on the Pacific Coast, and is expected home April 12.

E. H. Gato & Co., 91 Wall street, will remove to 99 Duane street, about May 1, being compelled to seek larger quarters.

B. Wisun, jobber, 778 Second Avenue, reports business good. Mr. Wisun deals only in independent goods and enjoys a fine trade.

Business is as good as usual at E. D. Scott's union cigar factory, 385 Third Avenue. The Iron King, a 10 cent Havana cigar, has a good run both locally and through Pennsylvaina, and the Delia, a five cent brand, enjoys increasing sales.

At D. Bings, 1836 Amsterdam avenue, I found a busy shop. Trade is good and the various sizes of the celebrated El Binato have caught hold of the neighborhood.

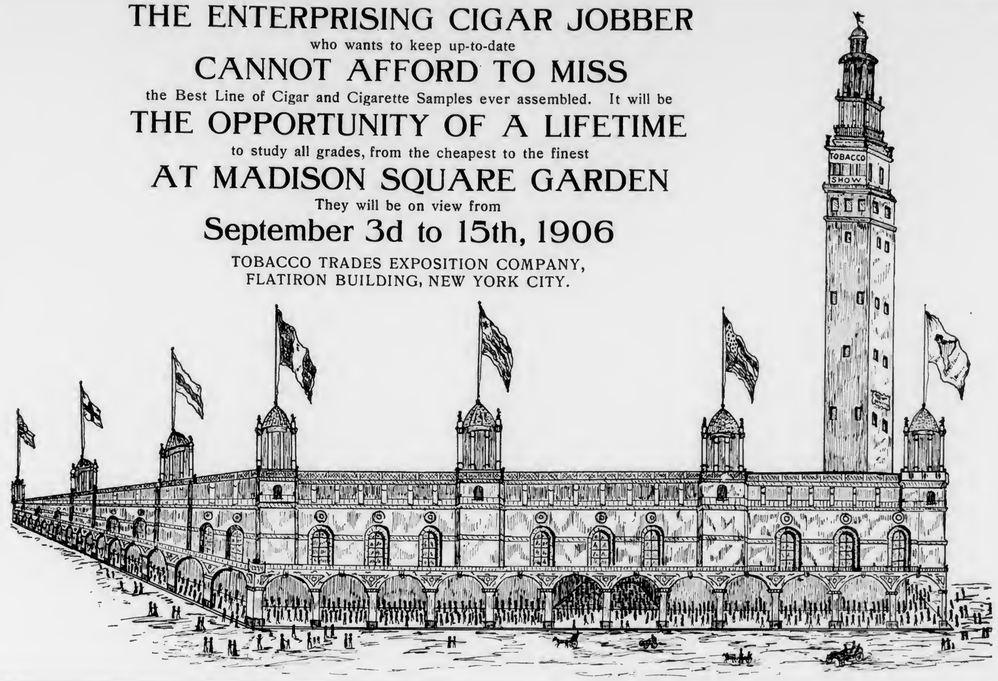
J. Charem, 185 Amsterdam avenue, enjoys a good trade on Regensburg's American clear Havanas and Leopold Powell & Co.'s Espina.

Berriman Bros.' La Evidencia has a steady run at the store of S. Sachs, 1773 Amsterdam avenue. Mr. Sachs keeps in stock all the popular brands which include Regensburg's, Sanchez y Haya, Henry the Fourth and Gatos.

C. E. Michael, the well known tobacco re-sweater of 173 Front street, is now handling and re-sweating large quantities of Kentucky tobacco, in connection with which he is using "Habuna," which, it is said, is very effectively toning down the tobacco for cigar purposes. The preparation has been in use for fifteen years and Mr. Michael claims that it is no longer an experiment.

T. J. Donegan, of the Co-operative Premium Co., is extremely busy introducing to the trade his company's coupon premium system, and it is announced that they are meeting with very encouraging success from many sources.

THE ENTERPRISING CIGAR JOBBER
who wants to keep up-to-date
CANNOT AFFORD TO MISS
the Best Line of Cigar and Cigarette Samples ever assembled. It will be
THE OPPORTUNITY OF A LIFETIME
to study all grades, from the cheapest to the finest
AT MADISON SQUARE GARDEN
They will be on view from
September 3d to 15th, 1906
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.



The Waldorf-Astoria Segar Co. is having an immense trade on its La Magneta cigar.

The Pettit Cigar Mfg. Co. is building up quite an extensive business on little cigars. Mr. A. Reder of this company, recently visited Philadelphia with very satisfactory results.

Rothschild & Bro. secured 100 bales of Sumatra at last Friday's inscription at Amsterdam, which makes 500 bales already bought by this firm. Joe Strauss, a traveling salesman for the house, left on an Eastern trip last Sunday night.

NEWARK NOTES.

Newark, N. J., April, 2, 1906.

Brintzhoffer's cigar store, the oldest in Newark, has sold out to an auctioneer who is disposing of the stock at greatly reduced prices.

Kaufman Bros. & Bondy, of New York, well known pipe manufacturers, are pushing the sale of their new style pipe called Colonial, that retails at 25 cents; many of the Newark retailers have bulletins pasted on their windows advertising same.

Sure Shot tobacco is being extensively advertised on bill boards throughout the city.

A. M. Pacholder & Co.'s representative, Mr. Barton, called on the trade on Friday.

E. Soren, with the United States Tobacco Co., has been doing missionary work in Hoboken this week.

Lewin Tobacco Co. is pushing the sale of Newark Seal, a nickel cigar which is taking hold nicely; they are also offering an electric cigar lighter with every 250 Ed Gray, a union made 5 cent cigar.

J. S. Oliver, with the Ware-Kramer Tobacco Co., Wilson, N. C., is still hustling on White Rolls, a paper cigarette. These goods are selling better in the Newark market than the Sweet Caporal all due to Mr. Oliver's untiring efforts.

Newman Tobacco Co. was very busy when I called; they have salesmen covering all parts of this State. A new brand called Billy Doo is being placed with the trade, also Union Maid, a nickel cigar made by F. B. Richards & Co., Binghamton, N. Y., is duplicating nicely.

F. X. Keiling, proprietor of the Owls' Nest, changed his window display this week. Mr. Keiling is always very particular to keep same in an attractive style, and when it comes to cigar store cleanliness Mr. Keiling outshines them all.

—The Legislature of Kentucky has passed a law making it a felony to steal tobacco plants from a plant bed.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

YOUNG MAN, with eight years' office experience as bookkeeper and office manager in wholesale and manufacturing cigar business, desires position with reliable manufacturer in First or Ninth District Pa. Commands some good trade, and can furnish highest reference as to character and ability. Address MANAGER, care of The Tobacco World, Phila. c

WANTED—A reliable house to handle from 15,000 to 20,000 scrap cigars per week. Address A. B., Box 59, care of The Tobacco World, Phila. 3-21-a

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
ENOS SMITH

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, APRIL 4, 1906.

A SAD DISAPPOINTMENT.

The Philippine bill is doubtless turning out a much tougher proposition than Secretary Taft expected. He was probably beginning to have serious doubt when he uttered his petulant little "quintessence of selfishness" speech; now it seems likely that he is doomed to complete disappointment as far as this Congress is concerned.

It is said that Senator Lodge, chairman of the Senate committee on the Philippines, which body put the bill out of action, will make an effort to get it on its feet again when the railroad rate bill is settled, by moving to discharge the committee from consideration of the tariff bill.

If such a motion went through it would serve to put the bill up to the Senate. Such a motion hasn't gone through, yet, however, and it is far from certain it ever will. And even if it did, and the Senate put the bill to vote, it is a very good betting chance that the higher chamber would vote opposite to the House. Nothing of any sort will be doing just yet, though.

A MOST PECULIAR ARGUMENT.

The Juvenile Smoking bill which was referred to editorially two weeks ago as being under process of agitation in London appears to develop more peculiar phases than could be the case in this country. Probably no reputable member of the trade in the United States or elsewhere is in favor of the indiscriminate sale of cigarettes or tobacco to children for their own consumption. Such restrictions will always have proper support. Opposition is aroused on this side of the water only when masculine women and feminine men get together to erect hysterical banners for limitless "reforms."

In England, however, a unique point is raised in the consideration of the bill. It is offered that the shopkeeper should not be forbidden to sell to boys, for the reason that in very many cases the boy is sent to the shop to obtain goods for his father, and if in the future, father himself is obliged to go, it will mean that he will go for his "shag" to the nearest "pub."

Those who raise this argument declare that since the boys have been prohibited from going after beer for their parents, there has been an alarming increase of drinking at public house bars by women. Thus the argument is that as the beer selling prohibition has not made for temperance in the home, so the prohibition of the sale of tobacco to children will be attended by greater mischief than it seeks to prevent.

This view of it would certainly never occur to an American consumer. Besides being on the "everybody works but father" order it assumes that little Willie is the only member of the family to be trusted outside the house.

Willie used to get the beer for papa and mamma; Willie isn't allowed to any more so papa sends mamma. Mamma runs into congenial company, lines up at the bar and gets drunk. Now if Willie is not allowed to go to the cigar store for papa, papa will have to go, and that means that papa will go to the tavern and likewise get loaded.

If that is really the situation it seems to us it would be just as well to get Willie in some Home and let papa and mamma meet up at the saloon on every errand unmolested. It would considerably simplify matters as to the next generation.

Another statement made is that to prevent any shop where candy, etc., is sold from holding a tobacco license would be doing a grave wrong to a large number of elderly pensioners and widows who eke out a modest living by the sale of sweets at one counter and of tobacco goods at another. Take the tobacco away and there is no living left.

This is worthy of no attention. The widows and other indigents could probably make more money by running a gambling house in connection with an ice cream parlor but they are not permitted to do so. It would be absurd to pass laws to keep tobacco out of the hands of children and then permit them to be subjected to continual temptation.

DISGUSTING ROT!

For some curious reason it seems to be an absolute rule that a reformer must be a fool. Of course there are exceptions as there are said to be to all rules, but these exceptions are remarkably scarce.

The wonder of it is that some of the fool class don't manage at times to perceive in some degree how they are hindering themselves. It is no uncommon thing to have to moderate ones views in order to accomplish ones purposes either in part or whole, and any creature of reason should be willing to make such a concession.

Miss Lucy Page Gaston, head of the Anti-cigarette League, bars herself out of the reasonable class when she gives utterance to such frothy rubbish as this:

"While the right exists to men and women alike to indulge in the cigarette habit, are we as a nation ready to face the fearful consequences of the widespread use of cigarettes by women? Recently I was appealed to in behalf of a young professional woman, who had been advised to smoke an occasional cigarette to help her through a trying hour of night work. The habit grew upon her and helped lead to drink. Her friend drew a sad picture of this bright girl, who is now both a drunkard and a cigarette fiend. Those familiar with conditions today can multiply just such pitiful instances. Let not the tempted young woman be deceived by the rosy setting forth by votaries of the habit already under its enthrallment."

Silly rot such stories are and they do nothing but disgust anyone of intelligence. There is room for a legitimate difference of opinion as to the propriety of a women smoking cigarettes or any other form of tobacco, but no sane person can believe that a cigarette will make a "fiend" and a "drunkard" out of a woman possessed of normal morality.

Philadelphia Tobacco Trade.

The latter part of March did not show very heavy business in the leaf market and there is not a great deal doing now. Some of the dealers declare they have no complaint and are doing all the business they want to, but the situation is not a healthy one, with little improvement in sight. Considerable interest is manifested by the local trade in the banquet which will be given by the Leaf Tobacco Board of Trade at Mosebach's Columbia avenue on Friday evening, to which the leaf trade generally in this city is invited. It is probable that there will be a good attendance.

Business is by no means dull in the manufacturing end of the business, and if the manufacturers only had the leaf problem off their minds they would be happy. Most of the factories are fairly busy and report good returns from their salesmen.

The retailers and jobbers found things slow during the week, the general report being that goods were moving with a drag. This may be owing to the way spring is being delayed and certainly is but temporary. A number of good window displays are seen about town, and dealers cannot do better if trade continues dull for a few days than to get their store into as fresh condition as possible in appearance. The retailers' association seems to have died a natural death for want of breath, as nothing is heard now of holding any meetings. Only one or two have been held during the last year so there is practically no organization at all. Some of the prominent members state that they have more than once made a sacrifice of valuable time to try to get the members together, without any success and they can't afford to waste any more time.

Alfred S. Koch, of Dempsey & Koch, manufacturers of South Second street, leaves this week for an extensive selling trip in the West and Northwest which will reach as far as the Coast. The firm reports its Western trade to be growing steadily.

Le Compte, Dusel & Goodloe, Chestnut street jobbers, have ornamented their place by a handsome big bulldog pipe done in gilt which serves as a good advertisement.

R. McGonigal, Jr., has opened a new retail cigar store at Seventh street and Girard avenue, which is handsomely fitted up.

The El Draco Mfg. Co. has a new brand of cigars called Subway Victory which it is believed will become as popular as the other principal brands.

Joseph W. Levy has taken the stand in the Arcade of the Land Title Building and will keep it well stocked with superior brands.

The residence of Henry C. Ellis, of Arthur Hagen & Co., suffered in the fire the other evening, the rear of the house being severely damaged.

The New French little cigars, manufactured by Butler-Butler, Inc., which are being distributed on this market by Arthur Hagen & Co., are put up ten in a box which sells for 5 cents and not vice versa as was stated last week through an error.

A mass meeting will be held today under the auspices of the Civic Betterment Association in line with a crusade against cigarettes. The meeting will be in charge of the Juvenile Court committee and the sentiment will be directed most against the sale of cigarettes or tobacco to minors. To this end Dr. Robert N. Wilson will tell of the injurious effects on those not of mature age, and Assistant District Attorney Patterson will speak of measures to be taken to enforce the law.

Joseph Hubert, who for considerable time has been the assistant of Z. J. Norris, Philadelphia representative of I. Lewis & Co., has resigned his position. Among Mr. Hubert's duties was the dressing of retailers' windows about town.

The trade generally was shocked to hear of the death on Thursday, March 26, of Joseph H. Marsden, one of the oldest and most prominent salesmen in the business; he was the Atlantic City representative of A. S. Valentine & Sons. Mr. Marsden had been ill but a short time with a complication of diseases. The funeral, which took place on Monday last, was largely attended by dealers and brother salesmen from Pennsylvania and New Jersey. Inter-

(Concluded on page 18.)

Le Radium Perpetual Cigar Lighter

(Imported from France)

A Great Boon to Smokers
Cheaper and Safer than Matches
Surely Less Trouble
Resists Strongest Wind
54,000 Sold in Montreal, Canada

THIS useful French novelty consists of a metal vest pocket tube containing a platinum compound which, when exposed to the air, becomes incandescent and produces a strong flame. Remove the cap and there instantly appears a steady flame which will light cigars, cigarettes, lamps, gas jets, will kindle fires, or light the way in the dark. When the cap is replaced the flame is extinguished.

NO MANIPULATION. NO ADJUSTING.

This self-firing pocket lighter is absolutely safe. Will not ignite unless the cap is removed and the platinum exposed to the air. With ordinary care is practically indestructible.
A great convenience to autoists, canoeists, yachtsmen, etc. Is water-tight, and operates faultlessly in rain, snow or strong wind. Price, complete, postpaid,

FIFTY CENTS EACH.

(If not as represented, return it, and we will cheerfully refund your money.)

AGENTS AND DEALERS WANTED EVERYWHERE.

We make a most liberal proposition to agents and merchants who sell **Le Radium Lighter.**
Correspondence solicited.

International Auto & Yacht Agency, Dept. N, 119-121 Nassau St.,
NEW YORK CITY.

POSITIVELY NO FREE SAMPLES SENT UNDER ANY PRETEXT.

Actual Size.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

Diploma of
GEORGE A. BUDDY
Littlestown, Pa.
Manufacturer of
Prize Medal Cigars

Stephen J. Fields—10c.

Lord Bute . . . . .
Edward Hyde . .
Old Homestead .
King Racer . . . .
} 5c.

Samples Cheerfully Furnished to Responsible Houses

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.
—THE TOBACCO WORLD—

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE: 118 Mifflin Street,

Manufacturers of Cigars

FACTORY: Cor. Maple & Plum Av's

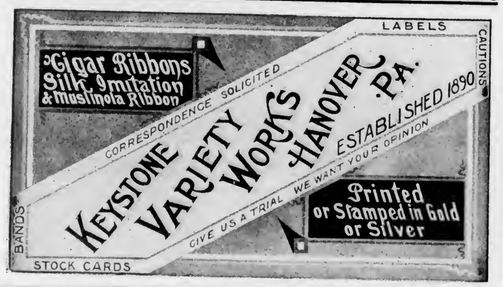
LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

H. S. Hartman
Lanc., Pa.
Makes
Nanine
Cigars
Write For
Samples and Prices



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

BUSINESS ACTIVE IN BOSTON.

Conditions Generally are Better and Point to a Good Spring

Boston, April 1.

The past week in the cigar and tobacco trade has been one of activity and the jobbers report that collections have improved this week. Many of the jobbers are placing new brands of clear Havana cigars and it is a pleasure to see how each one of them takes pride and interest in his brands. The manufacturers are taking advantage of the favorable conditions and are advertising heavily on the bill boards.

Thos. Appelonio, the advertising manager of the American Cigar Co., has arrived with a crew of men, four window dressers, four salesmen and two window solicitors, to arrange for a vigorous campaign on the Royal Bengal, the 15 cent package of little cigars. Mr. Appelonio is a man of many years' experience. J. Pearlstein is manager of the crew of salesmen and also aids the window solicitors. A display of Royal Bengals can be seen in Mandel's window, and it is one of the handsomest and most elaborate displays the company ever executed, in fact it is the talk of the town.

Joseph Regano, of Fall River, who was indicted by the U. S. Circuit Court Grand Jury for failure to enter leaf tobacco purchased, and making false returns to Collector Gill of the Internal Revenue office, pleaded guilty when arranged before Judge Dodge and was sentenced to six months at Deer Island and fined $500.

I saw Julius O. Cohen, who was recently proprietor of the Market Cigar Store, and he was looking hale and hearty. Julius tells me he contemplates opening a cigar store as soon as he can obtain a suitable location, but he further says "No holes in the wall for mine."

As a result of a snow storm last Thursday Thomas Charak, a well known cigar dealer of Cambridge is minus a new snow shovel and a shiny ice pick. While the winds were howling and the snow was coming down the fastest a seedy-looking individual walked into a neighbor of Charak's next door and offered to clean the sidewalk for a quarter. The neighbor agreed and handed the inidvidual the quarter. Thereupon the would-be shoveler stepped into Charak's cigar store and requested the loan of a shovel explaining that his neighbor wished to use it. "Help yourself," was the hospitable reply. "There it stands in the corner and you had better take the ice pick, too, for the snow is rather hard." The stranger walked out with the tools. When closing time came Charak went in to see why his neighbor did not send back the borrowed articles; he found out Saturday, when he received a letter which read as follows:

March the thirtyfirst Oh six.
Deer sur and Mister:

As I borrowed the lend of yur snoe shuvvel last nite and yue ware good enuff to maik me taik yure ice choper allsow, I taik my penn in hand to ask yue if yue wood mind giving me the rest of yure store for a present for ole time saik. I wood not of taiking yure shovvel with me only the wetter was so d——d cold (that d——d stands for dammd) that yure shuvvel friz to me mit and I had to taik it hoam to thaw it of. Yure ice choper is a good thing (and so are yue) and unles I here frum yue I will kepe it. Do yue want 2 havv yure side wauk shovveled of? Yue mit as wel havv me dew it fur yue. I think yue wood like 2 havv me wurk fur yue as I havv such a taiking way. I wood kepe the plais in good order and not leve anithing laing around loos. Will clothes with best wishes for a mery Easter.

Yurs in the bonds of labor
Yur fello wurker
The man with the Shuvvel.

William the Fourth is a clear Havana cigar that can be seen much in evidence among the finer class of stores. On the distribution of this brand, Rosenthal Bros. have a fine trade following. ALFO.

TRADE SHOCKED BY SPATZ DEATH.

Unexplainable Suicide of Well Known Dallastown Manufacturer.

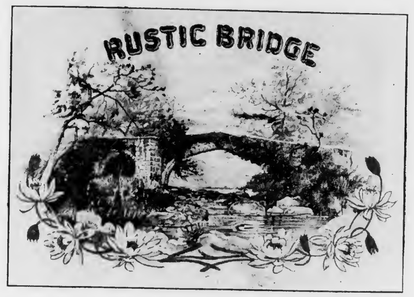
York, Pa., April 2, 1906.

The trade here is much shocked at the death, by suicide, of Jacob H. Spatz, a well known cigar manufacturer at Dallastown, Pa. Mr. Spatz has been a life long resident of that section, was widely known and highly respected; he was 46 years of age and is survived by a widow and four children. He was one of the most prosperous manufacturers in his section and had amassed quite a competence. There had just been completed the erection of a handsome new residence and Mr. Spatz was to have taken possession of the same last week, when he suddenly ended his own life, evidently during a moment of temporary mental derangement. He had not been in health for some time, but his condition was not by any means regarded as serious.

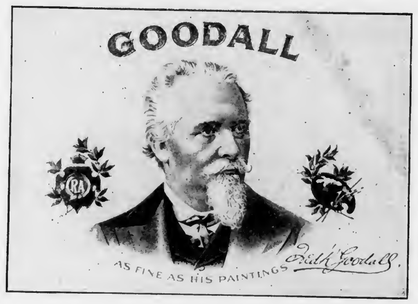
J. Stanley Winget, of the Winget Mfg. Co., at York, has again been honored by a gold medal from the Louisiana Exposition Commission progenitors of the St. Louis World's Fair. Mr. Winget was already the recipient of a gold medal awarded him for his superior display of cigar making machinery, but the present medal was forwarded to him as a personal award in appreciation of the services rendered the association in various ways. About the same time, Mr. Winget also received from the patent department at

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.
—THE TOBACCO WORLD—

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.

DIRECTIONS:

Add one part of Keefer's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., will give the best results.

Samples Sent on Receipt of Twenty-five Cents.

Cable Address: "BUCKY" Arnold's Code No. 5

J. M. BUCKNER, Jr., & CO.

Leaf Tobacco Dealers, Exporters and Manufacturers

917-921 W. Jefferson St., Louisville, Ky.

Dealers in **Cigar Fillers, Binders and Wrappers**

Manufacturers of **AFRICAN** and **BLACK FAT TOBACCO** for export
Packed in Hogsheads and Cases

Correspondence solicited Samples sent on approval

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 90

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

Washington a patent which has just been granted on an absorbing and moistening pad in cigar cases, show cases and etc. Mr. Winget has reason to feel much elated by his success.

Manuel Sechrist, of Dallastown, recently said that business since January 1 had been much better than usual at this time of the year and that in his case in particular, he had been obliged to do considerable night work for the purpose of filling his order promptly.

March was another record breaker in the sale of cigar stamps, which amounted during the month to $103,000, making a total received during the first quarter of the present year of $308,000.

During the month of March, 15 new licenses were granted for the opening of cigar factories as follows: W. H. Snyder, Windsor; Bertha M. Herman, Red Lion; Clara Snyder, Red Lion; W. W. Mundus, Hellam; Edward W. Gibson, Windsor; J. W. Horn, Hellam; Harry W. Fishel, 23 West Jackson street, this city; Nelson Geesey, Red Lion, R. F. D. No. 2; Pius A. Keener, Red Lion; J. G. Fisher, McSherrystown; Alice Joseph Grafft, Bonneauville; Emma Snyder, 151 South Penn street, this city; Albert E. Gulden, Red Lion; Harry Hoffman, Jacobus; Charles F. Smith, Windsor.

Michael Hose, of the Dallastown Cigar Co., Dallastown, has bought the Green property on East Main street, Dallastown, which immediately adjoins the homestead of the late Jacob H. Spatz, for the total consideration of $8,700. The property consists of a frontage of 143 feet. One house and two lots brought $6,000, and another house and lot $2,700. Mr. Hose now owns the entire front on Main street from Walnut for a distance of 201 feet; he acquired the corner property some time last summer from Mr. Spatz.

CAYEY-CAGUAS CO. CHANGES ITS ADDRESS.

The Cayey-Caguas Tobacco Company announces its removal to more commodious quarters at 130 Front street, New York, in order to provide greater facilities for handling its rapidly increasing business.

The Company wishes to thank its customers for their co-operation in building up this business, and to assure them that it will continue its policy of manufacturing clear Puerto Rican cigars, using the best tobacco and workmanship that the island affords. Note change in telephone number, 2905 John.

PHILA. NOTES CONCLUDED.

ment was made at Hillside Cemetery, Philadelphia.

In the death of Mr. Marsden, the firm by which he was employed not only loses a valuable salesman, but the trade in general suffers a serious break in the ranks. The dead salesman was prominently known throughout the country and commanded the esteem of all with whom he came in contact. He had been with Valentine & Sons for the past three years and practically controlled the Atlantic City trade.

It is said that representatives of the American Tobacco Co. have been evincing much interest lately in the tobacco put out by local Italian manufacturers for sale in the Italian colony and have been securing information on prices, quality, etc. This leads some to believe that the company has an idea of putting a rival package on the market. The goods sold at present are put up in 1⅛ oz. packages and sell at three cents. The market is confined to the Italian district.

TRADE MARK REGISTER.

COATESVILLE SPECIAL. 15,097.
For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. Registered March 29, 1906, at 2 p. m, by C. R. Albright, Coatesville, Pa.

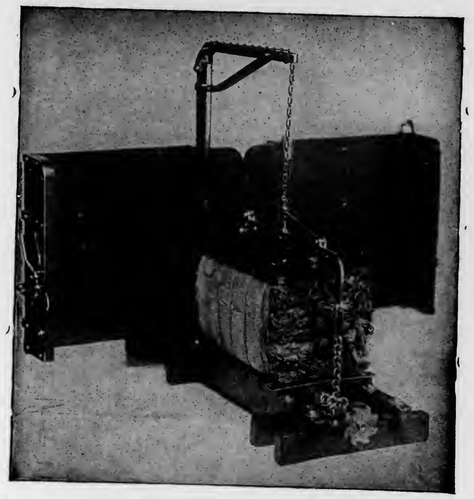
CANNONEER. 15 098.
For cigars. Registered March 31, 1906, at 8 a. m., by L. F. Scheirer Allentown, Pa.

COMEEDO, 15,099.
For cigars. Registered March 31, 1906, a 8 a. m., by L. F. Scheirer, Allentown, Pa.

REJECTED.
Black Horse, The Honest, Annexation.

Lithographers and Printers
322-326 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
NEW YORK CIGAR LABELS

MINNICH BALING PRESS



Patented March 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed
..PRESSES..
For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
A CUBANA CIGAR FACTORY No 463
IMPORTERS OF HAVANA TOBACCO
75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

REGISTER YOUR TRADE MARKS
in
The Tobacco World Registry Department.

cumed and ... mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co's agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietors surprise can be imagined, and yet he said he has never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

THE DAISY
Tobacco Cutting Machine

For the Use of
Cigar Manufacturers

The above cut represents the
Improved Greater Daisy Tobacco Cutting Machine

which is the Standard of all the Tobacco Cutting Machines, and is the Original Machine for cutting the tobacco twice in one passage. It will cut the leaf with or without the stem. The Cutters are made of three steel rollers, are well built by skilled workmen only, and it is The Daisy in any cigar factory. The capacity of the large power machine is 2½ to three cases per hour. Apply for prices to

P. E. SHIRK, Manufacturer, Blue Ball, Pa.

STRIKE AFFECTS CHICAGO MFRS.

Cigar and Tobacco Orders Already Countermanded in Coal Regions.

Chicago, April 1.

Your correspondent was told yesterday by a leading Chicago leaf tobacco dealer that only those houses which have protected themselves by large purchases of leaf will weather present conditions without embarrassment. He said:

"No one can buy leaf to sell it again and make any money at the prices he would now have to pay. If a man hasn't got the goods on hand and cannot stand the strain of buying at present rates to supply his trade, he will have to suspend operations until leaf tobacco becomes more plentiful again.

"I believe," he continued, "that the American Tobacco Company now controls the market in fillers and binders—I mean they are in a position to dictate the price, for I am reliably informed that they have a practical corner on Wisconsin, Ohio and Connecticut fillers and binders. These high prices will eventually cause the farmers to plant more tobacco, because tobacco raising is profitable at the present rates. After a time they will plant so much that the market will get back normal again. That is a simple law, of course, that demand stimulates prices, and later production follows the rise in prices."

Asked concerning the general conditions in Chicago, the same dealer said: "The demand is good and the prices, as I have said are stiff. Since the announcement of the coal strike, however, we have received several countermands from the coal regions. The manufacturers in the regions affected by the strike are drawing in their lines and making fewer goods in anticipation of a stringency. Chicago manufacturers of the cheaper goods have been somewhat affected by the $1,000 saloon license ordinance, and the effect of this has been to curtail some of the orders."

Manufacturers and wholesale dealers in cigars and tobacco say that the strike in the coal mines of Illinois, Ohio and Indiana will have an effect on the cigar business and the tobacco business in Chicago among the firms whose jobbing operations extend into the coal regions. The prosperity of considerable sections is dependent on the regularity with which the mining population receives its pay. A number of cancellations have already been recorded.

Col. M. W. Diffley, the well known tobacconist, had charge of all the organized bodies which participated yesterday in the funeral of the late sheriff, Thomas E. Barrett. The funeral was given under the auspices of the Knights of Columbus and many organizations were present.

E. C. Berriman, of Berriman Bros., accompanied by his wife, has gone to Washington on a brief trip.

Ed. Wodiska, former Thespian, and always good fellow, of the firm of Fernandez, Wodiska & Corral, was in Chicago last week.

Fred Howe, Col. Diffley's manager of many years' standing, withdraws on the first of April to push the plans for the opening of his new store, that of Howe & Voltmer, at Monroe and Clark streets.

George Madden, a former manager for Thad. Howe, secured a judgment against the latter recently for $300 for

KEYSTONE RESWEATING TOBACCO WORKS,

Largest Plant in the State

Packers and Dealers in
LEAF TOBACCO

226-28-30-31 East Grant Street, LANCASTER, PA.

JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON

We Solicit Your Patronage

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: **Lancaster, Pa.**

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
Jobber in Sumatra, Florida Sumatra and Havana
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138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
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Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
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HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
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O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 111 RANDOLPH ST. BRANCHES SAN FRANCISCO 133 BRANNAN ST.

alleged slander. He sued for $10,000, but the jury thought that $300 was enough, which Howe regards as a joke. Howe will ask for a new trial, and if it is not granted, will appeal the case. Madden alleged Howe accused him of the theft of five dollars from the cash register; he admitted, it is said, that the cash was $5 short. Howe denies that he accused Madden of theft, but says he said to him, "I can't have anyone in my employ who can't keep his cash straight; get your hat and coat and get out." Madden alleges that Howe said, "You have got that $5," or words to that effect.

The Cigarmakers' Union will have a union cemetery. It has bought ground for $15,000. None but union men need apply.

The law department of the city of Chicago has handed down a Solomonic ruling to the effect that a dealer who has two cigar stands adjoining in the same building need only pay one license, unless the trade is different for each one, in which case he must pay two licenses, as if he were two dealers instead of one.

Frank Schoenfeld, Emil F. Link and M. L. Thackberry, have incorporated the Rubo Cigar Co., to do a general cigar business. The capital is $2,500.

Recent Incorporations, Etc.

—The Wolfram & Artman Co., of Crooksville, O., has been incorporated with a capital of $7,000 by F. H. Wolfram, G. H. Artman, W. S. Sprague, E. D. Wolfram and W. B. Wolfram.

—The Co-operative Cigar Co., Baltimore, Md., has been incorporated with a capital of $50,000, by J. F. Gunterman, E. J. Brannon, Geo. Deise, J. F. Gunterman, Jr., and Wm. Deise.

—S. C. Marum Co., of New York, has been incorporated to manufacture tobacco, cigars, etc., with a capital of $10,000 by Leonard C. Marum, Carmine Stabile and Milton T. Loebl.

—The Royal Club Cigar Co., of Chicago, with a capital of $10,000 has been incorporated by Frank W. Alford, Chas. A. Brand and Chas. Heilbronner.

—The Hagan Cigar Co., of Elkhart, Ind., has been incorporated with a capital of $30,000, by Robert H. Hotchkin, D. K. Hotchkin and Kate J. Hotchkin.

—The Newman Tobacco Co., of New York, has been incorporated with a capital of $15,000 by J. A. Newman, H. D. Michaels and O. M. Newman.

U. S. EXPERTS SHOWING AUSTRALIA HOW.

The growth of tobacco in Australia is being stimulated by a British company, which is sending experts from the United States among the farmers, writes Consul-General Bray, of Melbourne. The most attention is being given to portions of New South Wales, where a smoking tobacco equal to the best Virginia leaf is expected. New "flue-curing" barns have been erected by the growers.

VEST POCKET LIGHTER.

The International Auto and Yacht Agency, 119-121 Nassau street, New York city, which has been marketing a line of imported French automobile accessorihes, is now placing on sale a novel and practical vest pocket lighter which is ignited by air, and is guaranteed to answer all purposes of general use.

The construction of the perpetual Le Radium lighter, model 3, is simple, consisting of a highly polished metal tube, two and one-quarter inches in length, with a screw cap. Upon removing the cap, a metal standard on two legs is exposed to view. Fastened to the under side of this is an igniting pellet, or "pilole," and suspended from this are several fine platinum wires. When this is exposed to the air (by the simple act of removing the cap) the igniting apparatus will glow with heat, and the glowing stone will cause the wires to flame the wick and immediately burst into a small, strong, steady flame. Upon simply replacing the cap, thus cutting off the air, the flame and all the heat will instantly die out, and can be immediately and safely replaced in the vest pocket.

The above sole importers of this practical novelty are now delivering trade orders to druggists, cigar stores, automobile garages, etc., and will mail a single one complete, postpaid, to any individual upon receipt of fifty cents, which sum will be refunded if the lighter is not as represented.

The Le Radium lighter is of great convenience to anyone who uses matches as it will light lamps, gas, give light as a night lamp in the dark, etc. As a novelty it is supreme, for it will mistify everyone, because of its being ignited by simple air without any mechanical help. With ordinary care it is indestructible and perpetual.

—The cigar factory of Gustav Berger & Son, Detroit, was damaged by fire and water to the extent of about $10,000. The building, which also contains other concerns, is a four story brick.

The Globe Cigar Co.
Manufacturers of Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

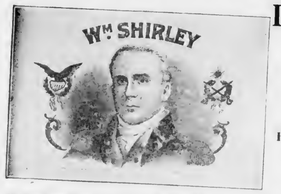
E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT
A FULL HAVANA FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904
Retail Trade Direct

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited



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Littlestown, Pa.
Manufacturer of
High Grade Seed and Havana Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.
Fine Union-Made Goods a Specialty.

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Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

WHEN QUALITY COUNTS
5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

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CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
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LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 130 / Bell, No. 1873 } 12 S. George St., YORK, PA.

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TOBACCO
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S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
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The American Tobacco Company
Makers of the Famous
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J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

GOV'T EXPERIMENTS SUCCESSFUL.

Bureau of Soils Reports They Will Be Continued Extensively

Washington, D. C., March 29.

The annual report of the Chief of the Bureau of Soils of the Department of Agriculture, just issued, states that during the fiscal year just closed investigations for the improvement of tobacco have been continued in Texas, Alabama, South Carolina, Ohio, Virginia and Connecticut. The experimental tobacco grown and packed during 1903-4 in Texas has been disposed of to the trade, and very favorable reports have been received from those who bought it. The prices obtained for this tobacco ranged from 28 to 40 cents a pound, averaging 30 cents a pound.

The product of the entire new acreage has been contracted for by a Chicago firm of leaf dealers at 15 cents a pound in the unfermented state. There has thus been created a ready market for the Texas product. The tobacco grown by the Bureau during 1904 and packed during the early part of 1905 is undergoing the process of aging. This tobaco is the property of the Department of Agriculture, and when sufficiently matured will be used by the Department as samples to ascertain with still more certainty the commercial value and desirability of the leaf for cigar purposes.

In Alabama satisfactory crops have also been grown, the experimental crop having been sold for 32 cents a pound. The agents of the Bureau visit each farmer every week and instruct and assist him in the culture of the crop.

In Ohio the Bureau has practically finished its individual experiment, the 10-acre crop grown in 1903 having been sold to a cigar manufacturing firm in Cincinnati for 35 cents a pound. The crop of 1904 is still undergoing the process of aging.

The work of introducing the bulk method of fermenting the native Ohio tobaccos has been continued. This makes the fourth season that this work has been in progress, and practically all the packers in the cigar leaf growing districts of Ohio have now abandoned the practice of case fermentation. The substitution of bulk fermentation has been the means not only of saving thousands of dollars formerly lost through black rot and imperfect curing, but it has also added to the profits of the packers through the general improvement in the several grades of these tobaccos as now put upon the market.

In South Carolina the investigations as to the possibility of growing Cuban seed filler tobacco on the Orangeburg soils in Orangeburg County have been continued.

During the ensuing fiscal year it is the intention of the Bureau to continue its work connected with the improvement of domestic filler tobaccos, through the introduction of the Cuban seed-leaf industry in the Southern States and Ohio, and through the supervision of bulk fermentation operations where necessary in the latter State.

In Connecticut the experiments in selection will be pressed, with the reasonable expectation that a type of tobacco conforming in all respects to the demands of the cigar manufacturer will ultimately be evolved. In Virginia the work of improving the various types of shipping tobacco will be extended, and it is proposed, in addition to the station at Appomattox, to establish experimental farms in other districts of the State, where air curing and flue curing are practiced. It is also suggested that investigations be made in the tobacco districts of New York, Pennsylvania, Maryland, and Wisconsin, and in the export tobacco districts of Kentucky and Tennessee, if funds be provided sufficient for the work.

CONNECTICUT SHADE GROWN PLANT SOLD.

The property of the Connecticut Agricultural Experiment Company, at Poquonock, Conn., has been sold to P. Milton Marpy, of that town, for $830. It consists of a tobacco shed and several acres of land which have been used for experiments in connection with shade grown tobacco. The plant had been leased and operated by a company to tobacco growers, but this lease was not renewed.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
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CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
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Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
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MAKER OF
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Telephone
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Private Designs a Specialty
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Steam Cigar Box Manufacturer
Howard & Boundary Aves.
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A SOUTHERN LOCATION
Good Tobacco Land and Locations for Factories
THE SOUTH.....
is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the line of the Southern Railway, write for copies of our publications, which will be sent free on request.
M. V. RICHARDS,
Land and Industrial Agent, Southern Railway, WASHINGTON, D. C.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

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Lumber, Labels, Edging, Etc.,
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JOHN SLATER & CO.

Manufacturers of Hand-Made

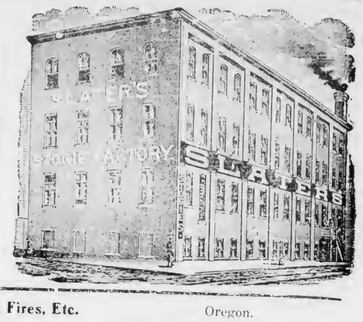
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.



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GEO. STEUERNAGLE,

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

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Established 1889.

Manufacturer of High and Medium Grade

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Strictly Union-Made Goods. Denver, Pa.

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JOHN A. SAUL,

Correspondence Solicited

Le Droit Building, WASHINGTON, D. C.

Business Changes, Fires, Etc.

Alabama.

Birmingham.—E. H. Rickman, billiards and cigars, chattel mtge., $272.

Connecticut.

Milford.—George B. Clark, cigars and hardware, real estate mtge., $700.

Delaware.

Wilmington.—Robert Kenyon, Jr., cigars and tobacco, petition in bankruptcy.——Johnson J. Leonard, cigars, etc., discontinued.

Illinois.

Decatur—Ralph F. Bear, cigars, etc., sold out.

Indiana.

Indianapolis.—Edwin C. Graves, cigars, etc., chattel mortgage, $1,400.——Andrew Sebastian, cigars, tobacco, etc., sold out.——Lloyd H. Wilson, cigars and tobacco, chattel mortgage, $107.

Pierceton.—E. E. Rawlins, billiards and cigars, sold out.

Waterloo.—Waterloo Cigar Co., not inc., manufacturers, E. G. Flack withdraws.

Iowa.

Davenport.—Diedrich Blesse, cigars, dead.

Des Moines.—Robert R. Patti, cigars, sheriff in possession.

Rockford.—Adolph Dreger, cigar manufacturer, discontinued.

Massachusetts.

North Adams.—Ernest J. Rageau and George Racette, tobacconists, chattel mortgage, $450.

Worcester.—Louis Davidson, cigar manufacturer, chattel mortgage, $200.

Michigan.

Detroit.—Gustav Berger & Son, cigar manufacturers, damaged by fire; partially insured.

Minnesota.

Bemidji. Harris & McGrath, cigars and confectionery, succeeded by Julia McGrath.

Duluth.—Metter Cigar Co., manufacturers, William Metter, petition in bankruptcy.

New York.

Monticello—Isaac Levens, cigar manufacturer, chattel mortgage, $750.

Whitesboro.—Dunn & Aldridge, cigar manufacturers, damaged by fire.

New York City.

Borough of Brooklyn.—Charles L. Feinberg, cigars and cigarettes, dead.

Ohio.

Bellefonte.—Samuel Cooper, cigars, etc., deed, $325.

Bethesda.—F. C. Kemp & Co., cigars, sold out.

Dayton.—Charles Hock, cigar manufacturer, sold out.

Newark.—F. A. Welch, cigars, sold out to F. E. Bonny.

Oregon.

Portland.—Mrs. B. Hansen, cigars, sold to W. A. Palmer.

South Dakota.

Mitchell.—William M. Blackner, cigars, petition in bankruptcy.

Texas.

Dallas.—The Parker Co., manufacturers cigar boxes, etc., plant advertised to be sold by trustee.——Henry & Reiger, cigar manufacturers, Reiger, individually, executes warranty deed, $4,900.

Wisconsin.

Superior.—G. E. Rolph Cigar Co., manufacturers, chattel mtge., $2,000.

Wyoming.

Cheyenne.—Cahill Bros., cigars, petition in bankruptcy.

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Promp: Delivery Guaranteed.

WEEKLY CAPACITY 20,000 BOXES.

Phone Connection.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia

Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

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SHELVES and FIXTURES a Specialty

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All Kinds of

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Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

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Lancaster, Pa.

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American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

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Good as Government Bonds,

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"Brilliant Star" Clear Havana, . . 10c.

"S. B." Half Havana, ... 5c.

"S. B." Little Havanas, ... 5c.

"Honest Bee" . . . . . 3c.

"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

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Send Your Cigar Buyer Here. We Will Save You Money.

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Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

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PEACH and PRUNE {ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS,

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars.

Guaranteed to be the Strongest and Best.

Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
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J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

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Manufacturers of CIGARS & Dealers in
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No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
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Our holdings of
Over 1200 Bales
NEW SUMATRA TOBACCOS
Now Ready for Inspection
It will pay you to look over our line of both Old and New
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Write for Samples
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THE 5c. CIGAR that you'll say is "All to the Front."

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Clean as the Food You Eat
Vesper CIGAR

LORD LANCASTER, 10c.

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Hollard's Premiers
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Luxury
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Seal Cigar Factory
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Hollard's

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR

GUMPERT BRO'S.
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114 N. 7th St.
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YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

SUPERIOR Quality and Workmanship

Vicente Portuondo
CIGAR MFG. CO.
PHILADELPHIA
Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke
CAMELA
5c. CIGARS
Made by
HENRY HEYMANN'S SONS
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Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

HOW DID GOV'T AGENT GET IN?

Question Aroused as to How He Came to Sell Mendel & Bro. Plant

New York, April 6.

There is considerable talk in the trade over the participation of Eugene Vallens, special agent of the U. S. Government, in the sale of the M. W. Mendel & Bro. business to the trust. The independent trade fails to understand what business Vallens had acting as agent for the sale when he is an officer of the Government appointed to take part in the investigations of the methods of the tobacco trust.

Sam Harris, President of the Kedivial Co., has sent to Commissioner Garfield of the Department of Commerce and Labor a communication, placing before him all the circumstances connected with the sale of the Chancellor factory and r questing that Vallens be called upon to explain.

Eugene Vallens is one of the best known men in the tobacco business, and became a mililonaire, it is said, in the manufacture of cigars in Chicago. About eight years ago he sold his factory to the Havana American Cigar Company, and was retained as general manager. When the Havana American Company was absorbed by the trust Vallens withdrew.

One condition of the sale of the Vallens factory to the Havana American Company was that he refrained from re-entering the business, and the trust has kept him to a rigid compliance with this agreement.

Vallen's friends were at first inclined to think that the report current in the tobacco district as to his part in the Mendel deal was an effort on the part of the trust to discredit him. At his home, in West 95th street, Mr. Vallens said last night:

"Yes, I acted as an agent in the sale of the Chancelior factory. M. W. Mendel died a few weeks ago. The affairs were a little bit tangled and I was called in."

"Are you a special agent of the Department of Commerce and Labor?" Mr. Vallens was asked.

"I have been an agent," he replied.

"Are you still an agent?"

Mr. Vallens answered: "I think so."

He said he knew nothing about the complaint of the independent cigar manufacturers to Commissioner Garfield.

NEW LAW WILL KILL SMALL MFRS.

$1,000 Saloon License Fee in Ohio Will Force Out Their Trade.

Cincinnati, O., April 5.

The Aiken Bill which imposes a $1,000 license on saloons in Ohio, and which passed the Legislature, will doubtless work a great hardship on the small cigar manufacturer, to whom the saloon trade is his main independence. This, coupled with the prevailing high prices on cigar leaf, will no doubt cause many manufacturers to go out of business. The jobbers, too, for some time will be in a dilemma, not being able to foretell what saloon keepers will probably be forced to quit and they will probably only extend credit in the near future to saloon keepers who are the owners of real estate.

THEY ARE STILL INDEPENDENT.

United Cigar Manufacturers Make Statement in Regard to Rumors

The Company styled the United Cigar Manufacturers has sent out the following circuar letter in regard to the plans of the concern:

Dear Sir:

No doubt you have heard through rumors or newspaper stories of some deal that is at present going on in our company. In order to disabuse your mind of any erroneous impressions that you may have received by these misleading reports, we desire to assure you that the contemplated deal that we are engaged in, in no way affects our independent continuation in our business, and things will run just the same as before, each and every one of us devoting the same time and attention to the business in the future as we have in the past. The outcome of the plan in mind will simply tend to a broadening out of our possibilities which will naturally redound to our mutual benefit.

As to the deal itself we are not in a position to give you any detailed particulars, for the reason that it is not yet an assured fact, and until absolutely closed, we are not in a position to do so. Therefore, in conclusion, we desire to again impress upon you the fact that you need not in any way give credence to any rumors that you may have heard, as there is absolutely nothing in this deal that has any connection directly or indirectly with the American Tobacco Co., and this official statement you may make with our backing, and you may further add that all of us, as before, will remain absolutely in control of our business ir the future as we have in the past.

Trusting you will appreciate the reasons that cause us to send you this information, we remain,

Very truly yours,
United Cigar Manufacturers.

THOUGHT IT WAS HAVANA

Manufacturer Said to Have Mistaken Texas Leaf for Cuban Product

Houston, Tex., April 5.

In response to leaf samples sent North and East, the industrial department of the Sunset lines has received a letter from a cigar manufacturer declaring that the leaf sent to him was genuine Cuban-grown tobacco and that Texas could not produce such a product in a thousand years. In rebuttal of this statement, the industrial department is now making up a bundle of Texas-grown tobacco, and it is not doubted that after the manufacturer sees this stock he will believe even more sincerely that the tobacco was imported from Cuba, whereas the simple truth is that it was grown on lands along the line of the Sunset.

While sending an especially large bundle to this manufacturer, the department is sending smaller ones to the larger cigar manufacturers of the East in an endeavor to further interest them in Texas tobaccos. At present the interest is large and growing, and the purpose of the department is to encourage the use of Texas leaf tobacco and thus lend encouragement to the growers of the weed in this State.

It is among the probabilities that some of the concerns using large quantities of tobacco in their cigar works will send experts to Texas to look over the crops and make purchases, and in that event it is certain that Texas will receive all the possible advantage that could accrue to it.

1905 TOBACCO ALL HANDLED

Most of the Edgerton, Wis., Dealers Through With the Crop.

Edgerton, Wis., April 5.

Nearly all the dealers in this section have completed the handling of the 1905 tobacco crop and most of the warehouses have closed their sorting and packing rooms.

Early predictions as to the extent of the crop were exaggerated, and in reality the 1905 Wisconsin tobacco crop in the grades was small. The total packing of the grade leaf as estimated by conservative dealers is about 70,000 boxes. The market is strong and buyers stand ready to snap up any packings that will be disposed of. A few changes are reported among the dealers here. W. Brill, representing the United Cigar Manufacturers, closed a deal with Lodi business men whereby that firm will erect a $30,000 warehouse in that city the coming season. The firm of Conway & Hubbell, leaf dealers here, has been by mutual consent dissolved, the business to continue under the management of Edward Hubbell.

BALTIMORE TOBACCO BOARD OF TRADE BANQUETS

At the annual banquet of the Baltimore Leaf Tobacco Board of Trade held last week, addresses were made by William A. Boyd, president of the board; Edw. W. Wischmeyer and William Sneeringer. A number of entertaining features were provided and the occasion was an enjoyable one.

Those present were: William A. Boyd, Edw. W. Wischmeyer, I. L. Kemper, Leon Kemper, Henry Kraus, Henry Laupheimer, S. Dealham, Henry Voneiff, George B. Skinner, L. H. Neudecker, Charles E. Skinner, Edward Schmeisser, Henry Lauts, George M. Williams, Barry Manahan, George W. Leutz, Charles H. Herman, Benjamin Elliott, Samuel Boyd, Lieut. Edward Wischmeyer, Jr., W. W. Wischmeyer, George Bucheister, John P. Presser, R. Starr.

DEATH OF WELL-KNOWN CIGAR MANUFACTURER

Milwaukee, Wis., April 6.

William Graf, senior member of the firm of William Graf & Sons, died at his residence, 710 Cherry street, this city, from the effects of a cancer. Since he underwent a surgical operation in January, Mr. Graf has been declining in strength.

Having been identified with the business life of Milwaukee since 1862, Mr. Graf was one of the best known of the older citizens. He was 70 years old last October.

After coming here from Europe in 1862, he went into business with Edward Ascherman & Company, cigar manufacturers and continued with that business under various managements until he became senior partner. At one time the firm was known as Herman, Segnitz & Co., later Graf & Bauerlein, and later William Graf & Co. In recent years Mr. Graf's three sons, William, Julius and Herman Graf, have been associated with their father in busines.

TO TAX CIGARETTE PAPERS

Representative Watson's Bills Will be Strongly Opposed

Washington, D.C., April 6.

Congress' Committee on Ways and Means states that it will give hearings on Representative Watson's bills, one of which purposes to levy a Government tax of one cent on each 100 sheets of cigarette paper, while the other provides that it shall be unlawful to ship cigarettes or cigarette papers into any State that has enacted an anti-cigarette law.

Representative Watson's idea is that the only way to make State legislation against the cigarette effective is to back it up by Federal legislation. It is said that the trust has asked a hearing on the bills and is prepared to oppose them vigorously. Mr. Watson does not expect to do much this session but has hopes for next.

DARK TOBACCO PRICES FIXED

Clarksville, Tenn., April 6.

The Executive Committee of the Dark Tobacco Growers' Association met at Guthrie, the main business being the fixing of prices for the present crop in order that the classifiers might begin work. These prices will not be given out for publication. C. P. Warfield was elected local salesman for the association, and will remain in charge of the local headquarters.

TO STERILIZE TOBACCO SOIL

Ohio Experiment Station Will Supply Material Free.

Tobacco growers experience great trouble from weeds, owing to seeds in soil of new plant beds. In old plant beds when the weeds are about cleaned out the young tobacco plants often damp off and destroy. These conditions arise from parasitic fungi which develop in the soil and accumulate from year to year until plant growing becomes difficult in the old beds. The difficulty has been greatly reduced, or overcome, by sterilizing the soil of these beds. While steaming is a most excellent method for this, a solution of formalin in water applied to the soil by sprinkling with this solution has also been fairly effective. For this reason it seems worth while to try the formalin method on old tobacco plant beds, at least in an experimental way. One and one-half or two pints or pounds of formalin is to be added to fifty gallons of water (or in like proportion to smaller amounts) thus made is to be applied upon deeply stirred bed soil until the whole is thoroughly wetted to a depth of six to eight inches. This will require approximately three-fourths to one gallon of water solution per square foot of surface area. After the treatment the soil is allowed to dry for about a week, or for a longer period, after which the seed may be sown in the usual manner. If sown too soon after treatment with formalin seed germination may be impaired. The treatment is simply to destroy the fungous parasites contained in the soil.

The Ohio experiment station at Wooster will be pleased to take up this matter with tobacco growers and to supply small quantities of formalin for the experiment.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

WOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

Importers & Packers of

HAVANA AND SEED SUMATRA LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO

HAVANA

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in **LEAF TOBACCO**

231 and 233 North Third Street

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

The Old Salesman's Musings.

HURRAH FOR THE DUDE!

"If I had to employ another clerk," portentiously remarked a retailer with whom I was chatting the other day, "and I had my choice, which I don't often have nowadays, I would give the preference to the young fellow who had an inclination to be a dude."

I expressed my surprise at this as he expected me to, for as a rule the dude clerk is regarded in great disfavor. The young gentleman who receives about $8 per week, "spends it all on his back," and is in a gentle flutter all the time as to whether his hair is on straight, is popularly supposed to be overvalued by about $7. I intimated as much to my friend.

"It's the wrong idea," he said. "I know, for I've had every kind of clerk there is. The best investment of all, I think, is when you pay a good price and get the real thing; the only trouble is you run so many chances of paying a good price without getting the real thing, because crackerjack clerks are scarce.

"When we get down to the rank and file of them though, I've come to the conclusion that we can't expect a tremendous lot for the money we pay, and if you get a fellow who thinks it worth while to keep himself looking nice there is a chance that he will turn out all right.

"I am perfectly willing for him to keep his hair slicked, his mustache curled, his clothes brushed, and everything else just so. I don't care if he takes an hour a day of my time on his toilet. I'll tell you why. I have discovered that when a clerk has a mania for neatness and tidiness in his own person, he will want everything around him to be the same way.

"Take the sort of woman, for instance, that we speak of as sloppy. She is careless of her personal appearance and regardless about her house. Things are allowed to lie around the floor, the kitchen is a mess, cobwebs are here and dirt is there. Such surroundings don't annoy her in the least, because she is willing to be sloppy herself.

"It's the same way with the clerk or with anybody else. The clerk may think he is just too nice for anything and that thought will lead him to give a proper setting to the jewel; if the setting happens to be my store, I benefit from his dudishness."

This line of argument struck me as being more or less logical and I intimated as much. "But high collars are supposed to be a sign of empty heads," I urged.

"They ain't, though," replied the dealer. "If the head is empty the collar isn't responsible. I had one clerk two or three years ago who was the most incorrigible little dude you ever saw and he had good sense, too. I didn't pay him much because he had been put with me to learn the business, and incidentally to keep him out of mischief. His father is a cigar manufacturer.

"He got the boy the job and threw him on his own resources for two years. Told him he wouldn't ask him to pay any board at home, but he must buy all his own clothes and everything else, and that often meant his meals when he was detained down town.

"The lad had been used to having spending money and to having his bills paid by his father. The new arrangement came pretty hard. During the first nine months he loafed as much as the average clerk, but no more, and he made a good many friends; he was really valuable to me and among his other attractions was the fact that he always looked spick and span.

"About the end of that time he came to me with a proposition for more pay, and it was such a unique proposition in its way that I couldn't help laughing. He had evidently thought it over for some time and he got his little application off a good deal like a speech.

"'Mr. Brown,' he began earnestly, 'I want to ask you for a little more pay. I don't ask it because I am doing more work than I was, although I think I have worked into the business a little better, but because I can't seem to get along on what I am now getting. Under

(Concluded on page 7.)

The Red Devil

always pays

highest price for

First-class

Cuttings and Strips

Send sample

The Red Devil

Cincinnati, Ohio

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U.S.A.

Sole Owners and Manufacturers.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

EVERY man occasionally gets up in the morning feeling grumpy at the world and ready to snap at everybody. It may be his stomach, or he may really have something to worry him, or it may be just a fit of cussedness.

If you have a clerk you can depend on, and you certainly ought to have, just forget about the store when one of those mornings arrives. Even if you just feel out of sorts, you would better take a day off.

A cigar dealer has to come into contact with his customers continually and if he is in a surly mood he is almost bound to give offense to somebody before the first hour is over. You probably won't mean to, but you'll be impatient of everything and soon find yourself starting a high old scrap. And when a man does begin an altercation that he knows is entirely his own fault, he will sullenly carry it to the very limit.

In this way the man is likely to do about ten times as much harm by going to his place as the store could possibly lose by his absence. When you are mad at yourself and everybody else, don't impose your feelings on the unoffending public; go off and bury yourself somewhere until it's over.

• • •

RETAILER HAD TO SELL HIMSELF.

A TALE comes from a retailer up New York State of a new kind of silent salesman. It sounds rather fishy, but it was told the writer by another traveling salesman and is bound to be true, as it is well known that all the stories with which they delight us are gospel.

The drummer said the retailer had told him just after it happened. He said a salesman had come into his store one day, paused before the showcase, and said:

"I have got some samples of cigars and little cigars; would you like to buy any?"

The dealer rather smiled at this, and as he didn't care to increase his stock, answered that he didn't believe he cared for anything. The salesman turned around and started for the door, the dealer watching him curiously. But he never turned back, and was passing out when the dealer called; he said he couldn't help it.

"Who are you with?" he called. The salesman paused for a moment.

"The Blank Co.," he said.

"Got any new packages this trip?" asked the dealer.

"Two." The salesman stood there, mildly impatient.

"Well," returned the dealer, with the finest sarcasm he could muster, "I don't care to take anything else on just now, but if you have no objections, and it isn't taking too much of your time I should like to look at the new goods."

"No trouble," said the salesman.

He walked back to the counter, laid his case down and opened it up, took out two boxes, drew them half open and laid them on the show case near the other man.

"They're the ones," he said, and leaned meditatively on the case.

The dealer had never encountered this kind of salesman before, and he was getting interested in spite of himself. He looked the goods over and began to ask questions about them. He got two words to every answer and by considerable cross examination he arrived at facts which led him to believe that here was something his trade needed. He said he thought the stuff looked all right, and this statement roused the clerk to a special effort. He drew himself up, waved his hand and said with impressive finality:

"Oh, they're good goods."

And, according to the story, this burst of garrulous confidence so worked upon the dealer that he induced the salesman to take an order.

They may be able to sell goods that way up in some sections of York State, but it is the writer's belief that it is by no means general. The drummer who carried the story said he thought it was a salesman he knew who has a great habit of posing. Enthusiastic one day, blase the next, knows everything with one customer, knows nothing with the next, and with it all, somehow manages to sell goods.

• • •

TRICK CIGARS

HERE is a story of a joke within a joke, recently told by a fun-loving dealer:

"Many thousand iron cigars have been sold in New York in the last three weeks, and oodles of fun followed. But the joke is now old and stale. Nothing in that city is longer or bigger than a seven-days' wonder. Yesterday I had one of these cigars built hollow and filled it with granulated tobacco. It was the size of an invincible and weighed about half a pound.

"Great amazement was expressed on many a face as I applied the match and proceeded to smoke. Then, as if by accident, I allowed it to drop to the floor with a loud noise; and the amazement grew larger until it finally got tired. I think the hollow invincible rather more humorous than the solid perfecto or concha."

• • •

AUTOMOBILE SELLS MORE CHEWING TOBACCO.

ONE of the largest retail tobacco dealers in the United States whose headquarters are in New York, declares that the consumption of chewing tobacco has increased almost 50 per cent in the last five years. He attributes this increase in no small measure to the automobile. "You see," he explained, "it is impossible to enjoy a cigar or pipe while whizzing along in an automobile. Not only that, there always is danger of sparks or ash from a lighted cigar or pipe getting into your own eyes, or those of persons sitting behind you in the automobile. As a result chewing tobacco is becoming general among the automobile enthusiasts and chaffeurs."

INFALLIBLE JUDGE OF A CIGAR.

THE new cigar-testing machine in the tobacco laboratory in Washington, told about a week or two ago, which smokes a cigar as if it had always liked them, is an extremely interesting sight. It smokes not only one cigar but four at a time and it is by this comparison the test is made.

Heretofore, when an expert wished to test a cigar, he had to smoke it himself, and the test was not a fair one unless he smoked a dozen or so and struck an average. Such a test by a dozen experts smoking simultaneously would count for little, since no two men smoke alike. In fact, no smoker consumes two cigars under precisely the same conditions.

The smoking machine can, on the other hand, smoke a thousand cigars without varying a fraction of an iota in the processes of consumption. The puffs are all of the same length, the suction is always of the same force and there are no disturbing movements of the cigar during the operation. Leading from four glass cigar holders are as many glass tubes terminating in a glass siphon pump, which continuously puffs on the cigars in the holders, taking first a long and deep inhalation, and next an equally complete exhalation, the smoke from all four cigars rushing out of a glass tube in the top.

By substituting pipes for the cigar holders, pipe tobacco can be tested in the same manner as can cigarettes, when cigarette holders are fitted. The high officials of the Department of Agriculture will permit neither a photograph nor a detailed description of the apparatus to be made public.

Even if you are an inveterate smoker, you probably do not know all the points of a cigar. This machine measures them in detail. The tobacco, having been received from the field experts, is placed in storage in a special room in the laboratory building. After samples have been reserved for chemical analysis, the leaves are turned over to an expert cigarmaker, who takes those of certain variety for wrappers, those of another for binders and those of still another for fillers.

The cigars are then placed in the machine and smoked. The first point considered is evenness of burn. A good cigar show a sharply defined line between the ash and the tobacco, and does not burn down further on one side than on the other, even when smoked to the butt. This evenness of burn is a matter of chemical composition. The next point noted is color of ash. A good cigar gives either a pure white or a very light gray ash, whereas the ash of a poor one is brown uneven or mottled. A further consideration is whether the ash flakes off or holds together firmly. A good ash holds clear down to the butt in the smoking machine, where there are no disturbing motions. The last consideration is whether the cigar "coals" turns black and puckers about an eighth of an inch ahead of the burning. When a lot of cigars thus standardized average below par, the cigarmaker is required to make wrappers only of the same tobacco, and these shells are smoked without any filler or binder, or a complete cigar may be made of the filler tobacco, to determine whether it is at fault.

So complete are the records of all of these new varieties of tobacco that the experts know the complete genealogy of each leaf put in a test cigar. Each package of seed planted in the seed beds, each seedling transplanted and the cured leaves of the matured plant are all carefully numbered, so that if a defect is found not only exact environment and chemical conditions but heredity can be looked up.

• • •

TOO ENTERPRISING.

THERE is one habit which some dealers and clerks get into which cant' be checked any too soon. A man is passing along the street with a friend and comes to a cigar store.

"Come in with me while I get a smoke," he says, and the other who doesn't care to wait on the corner, complies. The chances are that he also smokes, and accepts a cigar on the first man. But there are lots of occasions when the friend either does not smoke or for some reason doesn't care to take advantage of the proffered hospitality.

But the clerk will hold the box under the other's nose after he has refused, which he knows will have the effect of making the first man emphasize his invitation and perhaps force the other to take what he doesn't want.

Sometimes when the man still refuses, the clerk will snap the box to and act as if he had been cheated out of something. A sale made against a man's will is a very dangerous sale for the dealer, and he would much better lose it than make it.

The second man is in the store as the guest of the first man, and it is just as bad manners to force a thing down anyone's throat as it is to refrain from offering anything. A man doesn't have to be stingy, either, to feel annoyance when he sees himself compelled to pay for something which isn't wanted, just because the clerk is too enterprising.

• • •

THE MEERSCHAUM PIPE.

A STORY is told of a smoker who spent eight of the best years of his life trying to color a meerschaum pipe, keeping it enclosed most of the time in a case so as to prevent it getting scratched and its finish being dulled by the oil and moisture from his hands, only to find at the end of that period that he had been tenderly nursing an imitation instead of the genuine "ecume de mer."

The best imitation is composed of the parings of genuine meerschaum, combined with a mineral clay. These compositions can usually be distinguished from the genuine meerschaum by their greater weight, but there is no absolutely certain test for distinguishing the counterfeit.

One method of test is to look for slight imperfections. The composition bowls never exhibit these slight blemishes, which result from the presence of foreign bodies in the natural meerschaum; however, as the blemishes do not usually manifest themselves until after the bowl has been used for some time, the test is not of mnch value in buying new pipes.

Le Radium Perpetual Cigar Lighter

(Imported from France)

A Great Boon to Smokers
Cheaper and Safer than Matches
Surely Less Trouble
Resists Strongest Wind
54,000 Sold in Montreal, Canada

THIS useful French novelty consists of a metal vest pocket tube containing a platinum compound which, when exposed to the air, becomes incandescent and produces a strong flame.
Remove the cap and there instantly appears a steady flame which will light cigars, cigarettes, lamps, gas jets, will kindle fires, or light the way in the dark. When the cap is replaced the flame is extinguished.

NO MANIPULATION. NO ADJUSTING.

This self-firing pocket lighter is absolutely safe. Will not ignite unless the cap is removed and the platinum exposed to the air. With ordinary care is practically indestructible.
A great convenience to autoists, canoeists, yachtsmen, etc. Is water-tight, and operates faultlessly in rain, snow or strong wind. Price, complete, postpaid,

FIFTY CENTS EACH.

(If not as represented, return it, and we will cheerfully refund your money.)

AGENTS AND DEALERS WANTED EVERYWHERE.

We make a most liberal proposition to agents and merchants who sell **Le Radium Lighter.** Correspondence solicited.

International Auto & Yacht Agency, Dept. N, 119-121 Nassau St., NEW YORK CITY.

POSITIVELY NO FREE SAMPLES SENT UNDER ANY PRETEXT.

Actual Size.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

the circumstances, my father doesn't expect me to save any money just now and I am allowed to spend it as I see fit, and no questions are asked. I have prepared a list of my regular expenses which I wish you would look over, and you will see that I don't have a dollar to myself at the end of the week. I know you think I am foolish to spend everything I make on what I wear but I believe if you will think it over you'll see where it benefits you. If I wear clean linen, always have a clean shave, cleaned shoes, respectable neckties and clothes of good material it will give your store a better appearance than if you had a careless fellow who looked as if you didn't pay him enough to keep him going. I need new things and I can't keep myself supplied on what I'm getting now. You may think that it is none of your business whether I need clothes or not, but as I said, I think that is a mistake.'

"He stood there waiting, very respectful, but firm, and though I knew his father wouldn't let him leave the job I told him I'd think about it. I looked his little statement over, and the whole thing was just as neat as the boy's appearance. He had everything down with the prices, even to underdrawers and socks. I gave him a little more money and while he didn't work so very much harder his clothes had made him so darn systematic that he was absolutely reliable and I didn't regret the raise.

"I was really sorry to lose him at the end of the two years, a few months before which I gave him another raise.

"Yes, sir," concluded the retailer, "Give me the dude every time and I will get more out of him than I will a slouch."

THE OLD SALESMAN.

COURT WON'T LET THEM SELL.

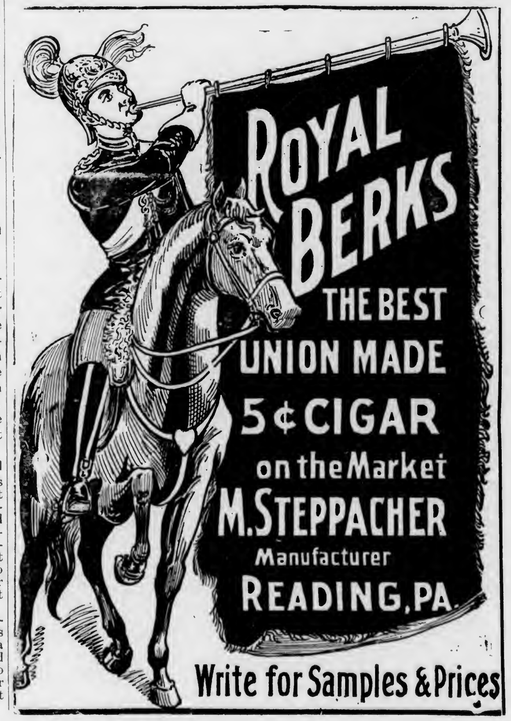
Waldorf-Astoria Segar Co. Wins Against Acker, Merrall & Condit

New York, April 5.

By a decision of the Court of Appeals, the Acker, Merrall & Condit Company is forbidden to sell cigars or any other form of tobacco in its store at Forty-second street and Fifth avenue. Suit to prevent the sale of such commodities was brought in 1904 by the Waldorf-Astoria Segar Company, which occupies a store in the same building. The latter company won in the Supreme Court, and now has won in the highest court in the State.

When Walter Salomon transformed the old Bristol Hotel into a business building, in 1902, he rented the first floor in Forty-second street to the cigar company for ten years, and agreed not to rent any other part of the building to any one to deal in cigars or tobacco or to consent that any tenant should sub-let for such purposes. Two years afterward he leased the corner store to the Acker, Merrall & Condit Company for a branch grocery store.

It was argued in behalf of the company that Salomon did not violate his agreement with the Waldorf-Astoria Segar Company, as he had not rented the store to the grocery company to carry on a cigar business, but the cigar company instituted an action against him and the grocery company.



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S en C

Growers and Dealers of

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Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET IS ALMOST LIFELESS.

Some New Tobacco Coming in, But Local Buyers Take Little Interest. Report that One American House, by Trying to Bull the Market, Will Do Packers Much Harm.

(Special Correspondence of The Tobacco World.)

Havana, April 2, 1906.

The market during the week has been almost lifeless, and hardly anything of interest has happened, as the sales have been reduced to a minimum, and although there is more new tobacco coming in, the local buyers seem to take very little interest, and prefer to look on for awhile.

The report of our charge d'affaires, Jacob Sleeper, which was printed in the Tobacco World of March 21, has been very much commented upon, but the opinion expressed by him that the whole crop of the island of Cuba will not amount to more than 160,000 bales is ridiculed by the majority of people, as the lowest estimates give the quantity as at least nearly double, or say 30,000 bales, while others again think that the quantity will not fall short of 40,000 bales.

The fact of the matter is that it is still too early to say positively what the exact quantity may amount to, as there is too much tobacco growing in the fields yet, which if harvested in good condition, would swell the total crop to somewhat near the last figures above quoted. Nobody who is at all familiar with the nicotine leaf pretends to give an opinion as to the quality, because as far as Vuelta Abajo and Partido are concerned, we will have to wait until the month of August, and in order to know what part of the Remedios crop may be of a heavy and desirable quality we will have to wait until the month of October.

It stands to reason, however, that the 1906 crop will give us a proportion of good, medium and poor tobacco, so that the only question in doubt is the percentage. I have heard so many opinions expressed which are in exact opposition, that later on I will reproduce what some of our dealers think about the new crop.

It seems that there is some feeling between the so-called Spanish almacenistas and some of the American houses as well as buyers, which latter of late have been going all over the Santa Clara province, thus coming into direct competition with the former.

The war cry raised in the United States some time ago that the middleman ought to disappear is apparently beginning to be raised here likewise. As the middlemen have not disappeared in the United States, however, and as they seem to be necessary in the commercial as well as in the industrial life, there is no fear entertained that they will disappear.

When the trust was trying to force the commission houses to the wall as far as the exports of cigars were concerned, things looked very blue for a time, but owing to the victory of the independent manufacturers, the commission merchants have survived the shock and are still doing business.

The same, very likely, is going to happen with the isolated numbers of American houses and buyers who are trying to enter the field by buying direct from the farmers. If the latter understood the situation thoroughly they would refrain from forcing up prices in the country through the increased competition; and besides, they will not find it as easy work as they imagined in making an escojida, unless one of the firm is constantly supervising matters, and in that case the latter will have to be paid for this experience.

The Spanish dealers have done this already. They generally possess a large capital, men they can trust, who are constantly on the ground, watching the whole crop from the time the first seeds are thrown upon the ground until the tobacco is thoroughly dry in the sheds and ready for delivery by the farmers.

If the newcomers want to enter the field understandingly they will have to follow in the same footsteps, and even then it may be possible that their packings will cost them more money than they might have acquired the same class of tobacco for right here in the city, leaving out of the question that they may have to lay out hundreds or thousands of dollars for at least six months. Besides this, there are tricks of the trade which the Spanish dealers know and the newcomers will be ignorant of.

As a rule there is very little money in a packing of tobacco and particularly this year, if high prices should be paid for the bundled tobacco, there may be a loss instead of a profit in this operation; in this case the farmers, however, through the increased demand are sure to reap the greatest benefit.

Sales

during the week figure up 789 bales in all, or divided into 382 bales of Vuelta Abajo, 236 of Partido, and 171 of Remedios. For the United States 431 bales were purchaesd, while for local consumption 358 were taken.

Buyers Come and Go.

Arivals: Victor Ettlinger, of E. Hoffman & Sons, New York; Max Stern,

ESTABLISHED 1844

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S. en C.

(Sobrinos de G. Palacios)

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Vuelta Abajo Factory Vegas a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son

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Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

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Manufacturers of the Celebrated Brands,

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FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Consulado 91, HAVANA.

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English Spoken — Telephone 6146
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S en C
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Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

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Packers and Exporters of Havana Leaf Tobacco
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SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41. Cable: "Cuetara" HAVANA, CUBA.

Bruno Diaz — R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

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Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
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Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

of Louis Sylvester & Son, and Sidney Goldberg, of S. L. Goldberg e Hijo, New York and Havana.

Departure: Felipe Rodriguez for New York.

Havana Cigar Manufacturers

continue to be busy, and the demand from the United States, Great Britain, Germany and the other minor countries is still keeping up wonderfully. The demand is so strong that there would be a great deal more work for skilled cigar makers, if only such could be found. I hear, however, that Tampa and Key West are uttering the same complaint.

H. Upmann & Co. are still working with full steam, and the addition to their building has been so far completed that they expect this week to seat additional cigarmakers, as well as additional selectors of cigars. They shipped last week 600,000 cigars, but for this week they have enough orders on hand to get up to 800,000 cigars of their own and other independent manufacturers' brands, provided only that the manufacturers do not disappoint them and deliver the goods in time for the steamers.

Partagas is also working to the fullest extent of the capacity of their two factories, and there is no abatement in the orders which Cifuentes, Fernandez & Co. are receiving from all parts of the world.

Por Larranaga has bought through Don Antonio J. Rivero, the manager, the famous vega "el Ingenio de Padron," one of the king pins of the San Luis lowland Vuelta Abajo district. Although Don Antonio J. Rivero has returned from the Vuelta Abajo, your correspondent has not been able to see him. The factory is working with full forces, and has excellent orders for some time ahead.

Sol is doing a very good business, and besides the regular export and home trade, the tourists and rich people who come here in their yachts never fail to visit this factory. Behrens & Co. are also fixing up their building in fine style by painting same all over and making some needed alterations.

Ramon Allones and Cruz Roja continues as busy as when last reported, and Rabell, Costa, Vales & Co. still have a very bulging order slate, and receive new orders constantly from the United States, Great Britain and South America.

Eden is also one of our busy factories, and Calixto Lopez & Co. get their full share of the unprecedented prosperity.

Buying, Selling and Other Notes of Interest.

Victor Ettlinger, who arrived here last week, is trying to look over the ground, posting himself thoroughly about the probabilities of the new crop, and is said to have made purchases of some fine vegas of the old Vuelta Abajo crop.

Loeb-Nunez Havana Co. sold 200 bales of Remedios and Partido, and seem to be busy more or less all the time in attending to shipments of their customers.

Max Stern, who arrived here on March 24, via Tampa, went right away to the country, Santa Clara province, where he is trying to make the necessary preparations for several escojidas which Lewis Sylvester & Son intend to make this year.

Perez, Obeso & Co. made the first sale of the season of a new vega of Vuelta Abajo, some 182 bales to one of our local manufacturers.

Bruno Diaz & Co. have already commenced one escojida at Alquizar, and will soon start perhaps three more.

Jose H. Cayro e Hijo disposed of and shipped 160 bales of Vuelta Abajo and Partido to their Northern customers.

Don Manuel Abella, of Aixala & Co., says that the new crop of Vuelta Abajo and Partido will have as good smoking qualities and burn as freely as the 1905 crop. In quantity he calculates that there won't be more than about 60 per cent. As far as Remedios is concerned he is of the opinion that the crop will be at least as big as last year's, or possibly a little larger.

Rodriguez, Bautista & Co. closed out 120 bales of Vuelta Abajo to one local manufacturer.

Don Vicente Pazos, of A. Pazos & Co., says that there is very little good tobacco in the Vuelta Abajo and Partido, and that the quantity of poor tobacco will not be very large either. As far as wrappers are concerned there will be even less than last year, although resagos quinta and sexta may be more plentiful. As regards Remedios he will not express any opinion.

G. Salomon y Hnos. sold 71 bales of Remedios last week.

Muniz Hnos. & Co. estimate that the whole crop will be about 300,000 bales.

Jose Menendez thinks that the crop will amount to 350,000 bales in all.

Francisco Vidal Cruz, of Voneiff & Vidal Cruz, gives it as his idea that the Partido crop will be about 25 per cent shorter in quantity but very deficient in wrappers, although there will be many resagos 5a and 6a, which will have to be worked quickly as he thinks they will not keep for a long time. The colors princally are poor this year. For so-called wrapper bundles $4 have been paid per matul, which last year could easily have been had for $2.50. Farmers are trying to sell their tobaccos in a dry state, as they are afraid to pile them, believing that the tobacco will not be able to undergo two fermentations.

I have been informed upon good authority that one American house which has nearly fifty buyers in the Santa Clara province has paid for some vegas from $20 to $25 per qq, which is an enormous figure, and which would result in making the cost to the buyers as high as $70 for 1st capaduras and $50 for 2nd capaduras per qq. Such proceedings, if true, will not only result in no benefit to this house, but will also injure all the other packers who have ideas of going in and making an escojida this year. It is incomprehensible what the object of this house can be, as it surely could not monopolize the whole crop of Remedios. The farmers did not aspire to obtain more than from $10 to $15 at the very outside for their bundled tobacco, and without the interference of this house the regular Spanish houses, as well as the other American firms which have engaged in this class of business for some years, would have been able to secure all they wanted at these figures. As it is, however, the farmers are no fools, and if one house is trying to bull the market they will naturally try to obtain all they can possibly get and force the other packers to pay the same figures. This note of warning is given to the manufacturers in the United States so that they will know later on who is the

(Concluded on page 20.)

Established 1834
Independent Vuelta Abajo Factory
POR LARRAÑAGA
Trade Mark Registered
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero, MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374, HAVANA, Cuba.
Cable Address: Larranaga, Havana
A B C 4th and 5th edition.
Codes used: Lieber's Standard (Ed. Espanola)
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
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Cable Address: "JOSECAYRO." Correspondence solicited in English

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P. O. BOX, 595. Cable: "CALDA."

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TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

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HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
Cable Address: "HERE."
OFFICE:
183 Water St.
NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, April 9, 1906.

There was very little change in the leaf market the past week; things are dull and very few transactions took place. While some of the large manufacturers have covered themselves for a year at least, the little fellow who can buy only a bale or a case at a time has to pay the advanced price. All Connecticut tobacco is being held for a larger figure and holders of 1905 Pennsylvania Broadleaf B's will sell only to those who make application now. There is little or no 1904 Wisconsin B's in the market and those holding small lots are asking 15 cents m. w. F. O. B. Wisconsin. There is a scarcity of all kinds of fillers. A few lots of old Pennsylvania Broadleaf B's changed hands; one lot of 72 cases brought 20 cents marked weight as did another lot of 106 cases. Remedios has taken a small drop. I know of a house here which has quite a supply on hand of first and second capaduras and they have reduced their price 5 cents a pound. The new Sumatra will prove a good yielder but prices are high.

• • •

The retail cigar trade in the city is fair and owing to the fine weather business has started to pick up and dealers are looking for a good spring trade.

The small manufacturers appear to be holding their own while most of the large factories are working up to their usual requirements.

I have heard rumors of a very interesting nature in which three New York leaf houses and one Brooklyn manufacturer are concerned. Legal papers are flying around Water street and the "cat will be out of the bag" in a day or two sure. It relates to the selling of some tobacco to a manufacturer a little below the market value and the question arose "who owned the tobacco" and the more important one "who owns it now." This is all I can report at present. Your representative called at the business address of the principal party concerned but there was no one there who would give any information.

Cigar Makers' International Union No. 13, of the C. M. I. U. of America, held their ninth annual entetainment and ball at the New Star Casino on the 7th. The affair proved a grand success and the hall, large as it is, could hardly accommodate the crowd. The entertainment, consisting of eight numbers, was furnished by the "Actors National Protective Union and the proceeds of the affair will greatly help the Relief Fund. Daniel Harris, when interviewed, stated that the Union was getting along fine and that it consisted of more than 6,500 members in the city. That they had started an agitation against the United Cigar Stands Co all over the country and that they had spent $15,000 last year to advertise the label.

A. Van der Poorten & Son, 209 Pearl street, when called on by your representative reported business as "excellent." A. Freund, who is at present in Providence, is making things hum and manages to keep the office force in New York on the go. The retail store at 116th street and Second avenue as usual has all it can attend to.

S. Kahn, 139 East 42nd street, enjoys a good run on Cuba America and Sweet Bouquet, both nickel brands and La Perlosa in all sizes. Kahn's Pets made up by A. M. Pacholder & Co., Baltimore, have a good sale.

B. Barnett, 737 Third avenue, manufactures all brands sold over his counter. A good seller with him is a Sumatra and Havana hand made called La Rosa De Florida, which sells three for a quarter, while La Erminata and Barnetts Ponies are his five cent brands. In the tobacco line Hazel Nut, Red Band and Central Union are the goods most called for.

Although an opposition has just opened a block below Oscar Schein, of 342 Lenox avenue, he manages to hold his old time trade. Mr. Schein works ten men on his celebrated Fernand De Alba, a cigar made in more than 20 sizes and one which has enjoyed a good sale for over twenty years. Dave Lissman, a veteran in the cigar business, has been in the employ of Mr. Schein for fifteen years as manager and it is partially through his efforts that the output of this factory has gained such prominence. "It pays to give the people their money's worth" is Mr. Schein's motto and he has profited thereby.

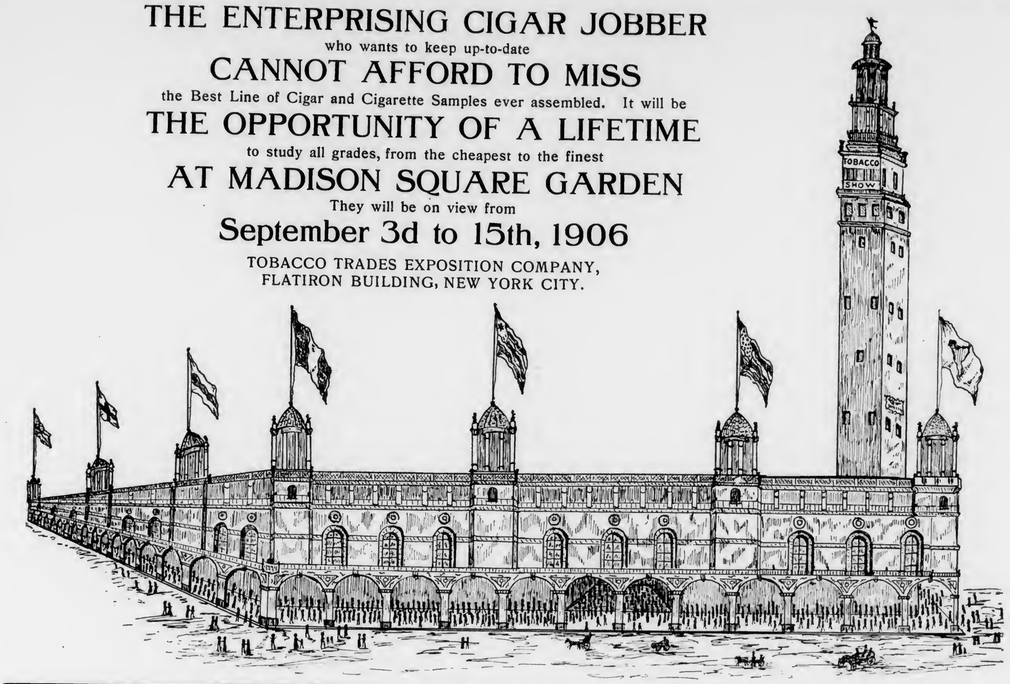
Dave Rosenfeld, general manager of the United Cigar Stores Co., has gone West on a tour of inspection and has taken a few of the boys along with him. His first stop is Detroit, Mich.

Wm. Bader, leaf dealer of Burling Slip, has increased his business over last month's, both wholesale as well as retail. "Things booming and always on the hustle," he said to me when I called yesterday. "And another thing" he continued, "I just received a letter from an intimate friend in Cuba and he writes that the crops have been severely damaged more so than most of the trade imagines and it is hard telling how things will end up. However, I have a goodly supply on hand for most of my customers and am not worrying as much as some of the other fellows.

The base ball season will soon open and as usual there is only one team the majority of the tobacco trade takes an interest in and that is the Nationals. Any fine day during the season you will find the tobacco trade well represented at the Polo Grounds. There are the three "Joes" Joe Monheimer, Joe Abrahams, and Joe Zim, who attend whenever they have the fare and our old friend, John B. Day, manufacturer of the famous cigars which bear his name and an ex-President of the New York Baseball Club, can always be seen up there "rooting" for the team. Fred Knowles, secretary and treasurer of the club has certainly a fine team together and whether the Giants win or lose we are with them, always.

M. Whitebone, city representative for the Surbrug Co., in the city, reports an increasing sale on Grain plug. Arabs

THE ENTERPRISING CIGAR JOBBER
who wants to keep up-to-date
CANNOT AFFORD TO MISS
the Best Line of Cigar and Cigarette Samples ever assembled. It will be
THE OPPORTUNITY OF A LIFETIME
to study all grades, from the cheapest to the finest
AT MADISON SQUARE GARDEN
They will be on view from
September 3d to 15th, 1906
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.



has its usual sale while Milos sell all over especially in the finer neighborhoods.

I. Westheimer, jobber at 439 Third avenue, expects to vacate his quarters some time next month as the building he is in is to be torn down to make way for a larger one. Mr. Westheimer as yet has not secured new quarters.

B. Wisun, independent jobber of 778 Second avenue, has a good sale on the Allen Tobacco Co.'s Perfecto Cheroots. This package sells for five cents and contains three large smokes. It is without doubt one of the finest packages on the market, today, and looks to be a sure success from the start.

Sidney Scharlin and Miss Sarah Goldstein were united in wedlock last Tuesday evening, at Vienna Hall. Mr. Scharlin is a member of the tobacco manufacturing firm of S. Scharlin & Son.

The Metropolitan Street Railway Co. for the first time in its history has just put on cars for the exclusive use of smokers. Twenty open cars were put on the Broadway line last Monday and bore signs marked "Smoking Car." The putting on of the cars is a recognition on the part of the railroad officials that the four rear seats which usually have been reserved for smokers are not sufficient accommodations for the lovers of the weed and that they are entitled to more consideration.

The new size of the Pall Mall cigarette H. I. M. The King's Size, is being extensively advertised in the daily papers.

The Bedell Leaf Tobacco Co., 10 Chatham Square, has issued a circular letter to the trade stating that irrespective of the fact that tobacco is sky high they manage to fill orders at the old price owing to their supply of old goods on hand. This firm is the successor of H. Colell, who established this business in 1842. They wholesale as well as retail.

This is the time of the year that most leaf houses send out their cigar manufacturers books and as usual J. Monheimer & Co., 206 Pearl street, the popular trade printers, have their hands full turning them out.

Passing Joe Abraham's place, Pearl and Maiden Lane, I noticed a three week's old bull pup tied to the wall with a two inch rope. Joe has already named the dog "King Mud." The chances are that no one with the silent hoof can break into Joe's at night and take any of that famous American Sumatra which is dished out by the car-load every day, while this guardian is in possession. By the way, I understand he is being fed on a package of Joe's new Royal Picadura clippings which is enough to make him contented with his surroundings.

The sale of the effects of the defunct Retail Cigar and Tobacco Dealers' Association by order of Receiver Olcott took place last Monday and a little over $7,000 was realized. This was not very encouraging to those who refused the proposition of a 30 per cent settlement. The chances are when the expenses are taken into consideration the creditors willl receive a very small amount.

Mr. Bunzelman, retailer on East Second street, is looking for a loft in the wholesale district, and expects to move down there May 1.

Bondy & Lederer have given an order for a number of handsome cards to the

(Concluded on page 16.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
ENOS SMITH

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, APRIL 11, 1906.

A HINT.

As detailed in another column, the Philadelphia Leaf Tobacco Board of Trade gave its second annual banquet last Friday evening. A general invitation had been extended to the local trade and a number of personages were present as guests, among them the president and the vice president of the national leaf association, Messrs. Bijur and Newburgh.

Somehow, this affair did not appear of sufficient importance to the other papers of the trade for them to accept the invitation which had been sent them, and The Tobacco World was the only trade paper represented.

THE NATIONAL LEAF CONVENTION.

The eighth annual convention of the National Cigar Leaf Tobacco Association will be opened in Dayton, O., on the 7th day of next month. It is understood that the organized leaf trade in that city is pr paring to entertain the delegates "royally" and further to impress upon them what is already well known, that Dayton is a beautiful city and a hospitable one.

The meeting at Lancaster last year was very interesting and instructive and the social features were in no wise neglected. The air of general good fellowship was much in evidence and there was not a ripple of disquiet from beginning to end.

The deliberations this year will be of especial interest because of the present leaf situation and there is little doubt that there will be a good attendance. The convention will probably find the Philippine matter still unsettled as it was at this time last year, and though the obnoxious bill has progressed from the House to the Senate, it really seems further away from becoming a law.

The President's report will be an interesting document, as can be affirmed from a remembrance of the comprehensive history of the preceding year rendered by Mr. A. Bijur at the Lancaster convention. It was plain then, that Mr. Bijur would have been more than willing to see someone else elected to succeed him. The unanimous desire for his re-election was so obvious, however, that Mr. Bijur bowed to the pleasure of the convention.

The presidency of the Association is no sinecure and Mr. Bijur has contributed a great deal in more ways than one during the last two years. From something he has said it is to be inferred that he does not care to re-succeed himself for the coming year. If this should turn out to be true and he is permitted to retire, there is but one opinion: the association will lose as valuable an official as good fortune has ever bestowed upon it.

WORRYING HAS CURIOUS RESULTS.

It certainly beats the mischief the number of persons who worry themselves sick over supposed evils, which really exist nowhere outside their own morbid imaginations.

Representative Watson's bill for the taxing of cigarette papers, for instance, is an example of some of the curious results of such worrying. Why on earth tiny sheets of rice or tissue paper should be taxed one cent per hundred, or any other proportion of their value, is a mystery, the solution of which will always baffle any one not of this brand of reformers.

No such tax is in any way logical and isn't even to be taken seriously; in fact the bill can be classed among those rated as harmlessly insane

The other emanation from Representative Watson, however, will doubtless meet with serious opposition for, were it capable of being passed, it would doubtless cut more or less into the cigarette business of certain concerns, notably the American Tobacco Co. This measure is designed to prohibit the manufacturer from shipping into a state which has passed an anti-cigarette law.

There is no doubt that the dismal failure of the law in Indiana is due largely to the fact that "the makings" of cigarettes have been sent pell-mell into the state by virtue of a technicality of the law. It is extremely doubtful, however, whether an anti-shipping law would be constitutional.

THE AUTOMOBILE AND THE PLUG MANUFACTURER.

Truly it is an ill wind that blows nobody good. Since the automobile has developed from a very small and somewhat clumsy vehicle, creeping along without the aid of any four footed animal, to the madly rushing, ruthlessly destroying devil wagon which at present infests our streets and highways, there have been many to declare that under no head could the auto qualify as a benefice.

Some of these who object to taking their life into their hands whenever venturing off the sidewalk, are supposedly in the plug tobacco business and they at least can no longer sport a grievance. An authority on the comparative distribution of goods has announced that the sale of chewing tobacco has increased largely as a result of the enormous number of automobiles in use.

"Traveling in a fast automobile it is impossible to enjoy a smoke," he says, "so chewing tobacco is used as a substitute, and the sale of this commodity has increased largely."

Fine and dandy for the plug manufacturers, who will henceforth dodge about the streets leaping here and there out of death's way with perfect good humor. But for every adherent of this sort the automobile gains, it will necessarily gain also an enemy in the ranks of the cigar manufacturers.

Philadelphia Leaf Tobacco Board Entertains the Trade at Second Annual Banquet.

If the second annual dinner of the Philadelphia Leaf Tobacco Board of Trade is a criterion, then indeed tickets for the next gastronomic event of this organization of business men and general good fellows, will be in demand. At the tables in Mosebach's drawing rooms at Broad street and Columbia avenue on Friday night, sat forty representative men of the leaf tobacco trade, together with prominent guests who figured as after-dinner speakers and who enlightened their hearers materially on problems of interest to leaf men.

Firms which could not be present sent representatives, so that a larger part of the leaf interests here was represented. Business was for the time forgotten and all present gave themselves over to enjoyment of the occasion, until the after dinner speeches gave a more serious vein to the affair.

Toastmaster, Felix Eckerson welcomed those present on behalf of the Board, and then introduced Congressman R. O. Moon, who spoke briefly. He said that by listening to the remarks of the toastmaster, he had become much better acquainted with the organization and would be better equipped to look after the interests of the tobacco trade when at the Capitol. In part Mr. Moon said:

"The tobacco industry is among the largest in the country. It pays into the United States Revenue Department more money than any other industry, and therefore, if for nothing else, is entitled to protection and favorable legislation The tariff schedules are of the most vital importance to leaf tobacco men All should study them and in organization discuss them"

Speaking of the motives which influenced the passage of the bill by the House, reducing the tariff on Philippine products, Mr Moon said: "The members of the House, in voting for the passage of the bill, were of the opinion that the Philippine product was inferior and that the competition would not materially affect interests here; that there were no productive plants there, and that the leaf was grown so near salt water that it would not be merchantable on reaching here Therefore, believing that the trade would not be injured, they voted the bill without amendments. Another reason," said the speaker, "was the thought that a tariff wall could not be retained around what was practically part of the United States; that tobacco could never find a ready market so far from where grown. That influenced the support of the bill."

President of the National Association, A. Bijur, was the next speaker, and his remarks added to the information of the dealers on the exact situation in Uncle Sam's recently acquired possessions. Among other things Mr. Bijur said: "The War Department undertaking to make an investigation of the growing power of the Islands, made at first, a glowing report of the possibilities there, but subsequent reports have been shaded in a manner, by some of the investigators, in that the truth has not come out.

"It has been ascertained by our investigation that for cigars made in Spanish style at Manila, from one-quarter to one-sixth lower wages are paid for the work. The different style and superior workmanship on our goods would partly offset this in open competition but the trade would in the agrgegate suffer from open doors.

"Corporations own the foreign factories, and it would not be long before tobacco could be grown in the Philippines the same as in Florida.

"In but two provinces in the Islands, as much tobacco can be grown as in this entire country. It is therefore up to the organized leaf men to see that no legislation is enacted that will give an open door to the Philippine corporation growers."

Ex-city Treasurer J. Hampton Moore paid high tribute to organization, stating that in organization only could the proper protection be had and desired results attained.

T. M. Dolbeer, of F. C. Linde Hamilton & Co., stated that if his firm received sufficient encouragement from the Philadelphia leaf trade it would open offices here and handle both bonded and domestic warehousing business as well as to attend to sampling, weighing, etc. A committee will be appointed in the local board of trade to work the matter up.

Other speakers were: William C. Tilden, one of Philadelphia's best known reform advocates; Vice President of the National Cigar Leaf Tobacco Association, Louis Newburgh, of Cincinnati, who outlined the pleasure in store for those who attend the Annual Convention at Dayton, O., in May; and State Senator Robert R. Deardon.

Those present were: Congressman R. O. Moon; J. Hampton Moore; William C. Tilden; A. Bijur, President of the National Cigar Leaf Tobacco Association; Louis Newburgh, Vice President; F. M. Dolbeer, of F. C. Linde Hamilton & Co.; State Senator Robert R. Deardon; Morris and J. Rosenberg of M. Rosenberg & Co.; F. and Julius Eckerson of F. Eckerson & Co; W. L. Myers with F. Eckerson & Co.; L. G. and C. L. Haeussermann of L. G. Haeussermann & Sons; Ervin Labe with B. Labe & Sons; G. H. Boesch, John R. Young; John R. Young, Jr.; Geo. W. Bremer, of Bremer Bros.; Harry W. Bremer, of Lewis Bremer's Sons; L. Kruppenbach, L. Bythiner, S. Weinberg and I. Weinberg; Chas. and A. Hipple and W. J. Gotwals, of Hipple Bros; Harry Hirschberg of J. Hirschberg & Bro.; E. A. Calves, of E. A. Calves & Co; W. H. Dohan of Dohan & Taitt; J. S. Batroff; Milton Herald of the Loeb-Nunez Havana Co.; S. and B. Grabosky and A. H. Levy of the Empire Leaf Tobacco Co.; John Mertz with K. Strauss Co.; H. and S. Velenchik of Velenchik Bros.; Alfred Penner, with P. Kimmig Co.; George Burghard, and Asa Lake with Geo. Burghard; P. J. Kolb of P. J. Kolb & Co.; and H. E. Stevenson with E. Rosenwald & Bro. of New York.

The officers of the organization are: President, Morris Rosenberg; Vice President, Geo. W. Bremer, Jr.; Secretary, J. S. Batroff; Treasurer, W. H. Dohan, and an executive committe consisting of John R. Young, Felix Eckerson, Geo. Burghard, Harry Hirschberg and Harry W. Bremer.

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE
"HAVANA RIBBON"
Title & Design Registered
5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

THE TOBACCO TRADE IN PHILADELPHIA.

This is reported to have been a rather irregular week for the retailer on account of the occasional instalments of Spring punctuated by the unpleasant rainy conditions which kept the consumer off the streets. Trade still lacks the snap which it ought to have, but there is general tendency to improve so that the dealers expect to be more satisfied in about a week or so. Then, too, trade really is better after Easter, for the dealers say there are more men than the average person would believe who cut down their cigars or tobacco during Lent, and particularly during the last of it. One dealer said he believed this was on account of the women, the more devout of whom really give up a number of pleasures, and then stick at their husbands or brothers until the latter also make some concession.

The first quarter of the year has been quite as busy for the local manufacturer as he cared to have it, and the only complaint is the now chronic one of the cost of production. If some way could be discovered of making cigars a little cheaper, or rather at less increased cost, this end of the trade would be much happier, but as it is, there is probability that some of the smaller concerns will suspend business either temporarily or permanently before another three months have passed.

Some manufacturers report trade rejuvenating a ilttle from the usual First of April slump, and feel assured, for the most part that two or three weeks more will see a decided increase in orders.

Frank Teller, of Frank Teller & Co., is looking over outside trade for a period of two weeks.

Henry Hilbronner, of Hilbronner & Jacobs is doing Texas and other States on a four weeks trip. He is combining business with pleasure this time. The factory at 327 North Eighth street was entered on Monday night by burglars who forced open a rear door and carried of a lot of Sumatra and Havana tobacco amounting to about $750. The firm is, however, fully protected by burglary insurance, yet it is the second time in about two weeks that burglars have succeeded in plundering the establishment.

H. M. Weaver, the veteran wholesale tobacconist and senior member of the firm of H. M. Weaver & Son, cigar manufacturers and wholesale tobacconists at 155 North Sixth street, has been confined to his home by illness for the past five weeks, but is now on the road to rapid recovery. Business with the firm is reported as very good, especially on their Havana Shorts.

Roy Valentine, of the firm of A. S. Valentine & Son, is convalescing from a severe attack of illness. He expects to resume his duties at the office this week.

Manufacturer Chas. H. Roberts, of 1500 North Twenty-fifth street, will shortly have something of interest to say to the retailers through the advertising columns of The World. The factory is very busy and additional hands will soon be employed.

Goldsmith & Arndt, local distributers for the El Provedo Cigar Co. and other concerns, have had a large electric sign erected at Thirty-third and York streets, which reads, "Tom Keene five cent cigars, Always Good." This cigar is made by Bondy & Lederer, of New York, and as the sign shines far into the Park local sales of the brand will doubtless be much increased.

The store of I. Lowengrund on Chestnut street below Tenth, is attracting considerable attention this week on account of a human "mechanical figure" in the window which smokes cigarettes.

James I. Hassan, Woodland avenue retailer is making a display of the Theobald & Oppenheimer Co's "Quatility" cigar and is offering a package of cigar bands with every purchase of 25 cents worth.

John R. Young, leaf tobacco broker, will shortly return to Third street, and is now seeking a suitable location.

M. Singer has opened a cigar factory and retail store at 602 S. Fifty-second street, a rapidly growing section of West Philadelphia. The premises are being nicely fitted up with all modern improvement, and everything is to be kept in thorough harmony with the progress of the neighborhood.

Among the visitors in the local market during the week were J. W. Evans, of Pottstown, Pa., and W. E. Gheen, of Jersey Shore.

The internal revenue returns from the first district of Pennsylvania for the month of March are reported by Collector McCoach as follows:

March 1906.

Cigars at $3 per M	$166,766.37
Cigars at 54c. per M	812.70
Cigarettes at 54c. per M	178.74
Cigarettes at $1.08 per M	5,989.68
Cigarettes at $3 per M	15.00
Mfd. Tobacco at 6c. per lb.	35,818.80
Snuff at 6c. per lb	8,031.18

March 1905.

Cigars at $3 per M	$161,914.26
Cigars at 54c. per M	69.12
Cigarettes at 54c. per M	102.60
Cigarettes at $1.08 per M	5,423.76
Cigaretes at $3 per M	58.50
Mfd. Tobacco at 6c. per lb.	32,083.02
Snuff at 6c. per lb	7,789.48

John H. Boltz, of Boltz, Clymer & Co., has gone on an extended trip through the West, which will consume at least eight weeks during which time the interests of the firm will be pushed to the Pacific Coast.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

WANTED—A reliable house to handle from 15,000 to 20,000 scrap cigars per week. Address A. B., Box 59, care of The Tobacco World Phila. 3-21-a

NEW YORK LEAF BOARD MEETS.

E Bijur Made President and Delegates Named to Convention.

New York, April 7.

The regular annual meeting of the New York Leaf Tobacco Board of Trade was held this afternoon at 90-96 Wall street with a large attendance; save the election of delegates to the national convention at Dayton, O., commencing May 7th, the meeting was quiet.

In the absence of President Benno Newberger, James Ertheiler occupied the chair.

The delegates named are; J. Marquisee, J. Falk, E. A. Kraussman, J. Ertheiler, Chas. J. Waxelbaum, Ferd. Cranz, N. W. Bijur, Sig. H. Koenig, F. M. Dolbeer, Charles Vogt, and S. Schleuchterer.

The following named were elected trustees for the ensuing year: Benno Newberger, Joseph Cullman, Ferd. Cranz, I. Bijur, S. H. Koenig, Chas. Vogt, Jr., E. Pretzfeld, A. Cohn, J. Ertheiler, Harry S. Rothschild, W. Spitzner, F. M. Dolbeer, F. Lange, E. A. Kraussman and Chas. Fox. Except for President, the old officers were re-elected for the ensuing year. Mr. Newberger declined re-election to the executive chair, and E. Bijur was then the unanimous choice. Those re-elected were: Vice President James Ertheiler; Secretary, Sig. H. Koenig. and Treasurer, Ferd. Cranz.

The report of the Secretary and the Treasurer were read and approved. That of the treasurer showed the body to be on a sound financial basis.

A resolution was passed to the effect that the Board give an informal annual dinner similar to that given by the Philadelphia Board last week.

COLONIAL HOTEL STAND IN YORK CHANGES HANDS.

Charles H. Kline, who for thirteen years had been conducting a cigar stand

(Concluded on page 18.)

Geo. W. Conway
DALLASTOWN, PA.
Manufacturer of
Nickel & Medium Price
CIGARS
For Wholesale and Jobbing Trade

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. . L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

LEBANON, PENNA.

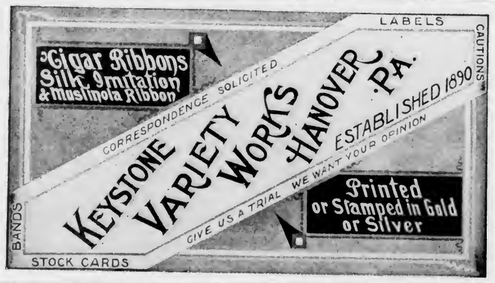
A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

FLUCTUATIONS
of the tobacco market
DO NOT AFFECT
the quality of our
NANINE CIGARS
H. S. Hartman, Mfr., Lancaster, Pa.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

NEW YORK TOBACCO NEWS.

(Concluded from page 13.)

Gray Lithographnig Co., for their Tom Keene cigar.

Isidor M. Bon, partner of the late Fredrick A. Schroeder, of the leaf house of Schroeder & Bon, died on the 2nd inst. Mr. Bon leaves a widow, one son and two daughters.

Ed. Solomon left yesterday for Hartford on a buying tour.

Chas. W. Salomon, of the De Florida Tobacco Co., left Monday on a trip through Pennsylvania.

I understand why Jos. Friedman is wearing that broad smile. A customer called and paid a $600 bill and gave an order for a similar amount.

Recent callers in the tobacco market this week were the following: J. B. Collins, Pittsburg, Pa.; T. C. Davis, Fort Smith, Ark.; C. H. Platter, Dallas, Texas; Otto C. Mattern, Chicago, Ill., and Edward Klein, Chicago, Ill.

S. A. Frank left town Monday for Boston, Mass., in the interest of Gans Bros., makers of the Wm. the Fourth clear Havana goods.

E. D. Scott, of 385 Third avenue, has just shipped to Thomas Murphy, a jobber at Pittston, Pa., 30,000 Iron King union made 10 cent Havanas. Mr. Murphy has a good run on union goods and he has handled over 200,000 Iron Kings within the past year.

Business at the A. Hussey Leaf Tobacco Co. is good. The mail order business is up to the standard and the city business is excellent. Herman Harris, city salesman, expects to take a trip to the "Old Country" some time next month. Mr. Harris has satrted on this trip some seven times but the nearest he ever got to the dock was 176 Pearl street.

Mr. and Mrs. Jos. Abrahams have sent out invitations for the Bar-Mitzvah of their son Emanuel, which will be held Saturday, May 5th, at the Temple Beth Elohim, State and Hoyt streets, Brooklyn. The reception will be held the following day at the Willoughby Mansion, corner Willoughby and Throop avenue.

George Alces, with M. Rodriguez & Co., Henry Alces, with Simon Batt & Co., and M. Schwartz, with E. M. Schwartz & Co., manufacturers of the Inventor, are all in Boston this week.

Mr. Wilson, of Trujillo & Co., clear Havana manufacturers, is visiting his many customers this week in New England.

Carl Berger, with S. M. Frank & Co., pipe manufacturers, is also at the "Hub."

Henry Joski, the popular Boston cigarist, has been spending a few days with us.

Ralph Gans, of Gans Bros. Wm. the Fourth fame, is at present in New York State and is giving a good account of himself.

Prominent among the exhibits at the Exposition in Madison Square Garden next September, will be one formed of the cigar moistening and moisture proof boxes for which the firm of Bubeck & Guerin, of 115 East Thirteenth street, has become noted.

Carl Leder, of the P. L. Novelty Co., 111 East 114th street, has just returned from a European trip and is importing many novelties suitable for this company's trade.

WARE-KRAMER CO. WILL REMOVE.

To Develop Largest Independent Cigarette Plant in America at Norfolk.

Norfolk, Va., April 9.

Within the next month the Ware-Kramer Tobacco Co., manufacturers of White Roll cigarettes, and one of the principal rivals of the trust in the independent line, will remove its operations from Wilson, N. C., to this city. About 200 operators will be employed in the factory here, which number will soon be increased.

The moving genius in the Ware-Kramer Tobacco Company is F. D. Ware, a former Virginian, who has been engaged in the cigarette and tobacco business all his life. Owing to his invention of machinery and processes, and his capacity as a manufacturer, he originated and organized the Wells-Whitehead Tobacco Company, of Wilson, N. C., in 1900. They put the Carolina Brights brand on the market and built up the business to an output varying between 75,000,000 and 80,000,000 of cigarettes a year. When in 1904 the stockholders sold out, Mr. Ware withdrew from the business and organized the Ware-Kramer Tobacco Company.

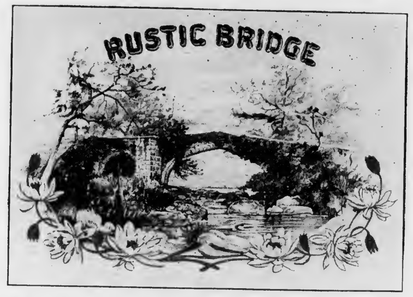
The business of this concern has grown very rapidly for a new and independent company, and last year 27,000,000 White Roll cigarettes were sold for domestic consumption and 5,000,000 for export. Mr. Ware, president of the company, said in regard to the company's transfer of base:

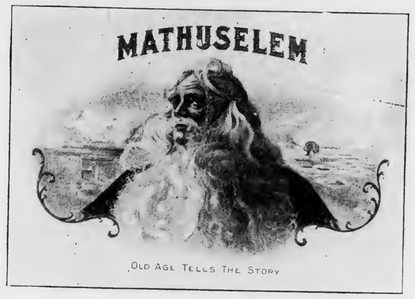
"We will move to Norfolk because we realize that the location is superior for an enterprise like ours.

"We have secured a large plat of ground at Lambert's Point, and the building thereon that was formerly used by the hosiery mills, and we are having the building renovated and remodeled, and propose to establish there the best equipped independent cigarette factory in America. Our purpose is ultimately to cover all of our ground with buildings and in time to make Norfolk the greatest cigarette manufacturing centre in this country, as she is destined to be the greatest shipping point in the South."

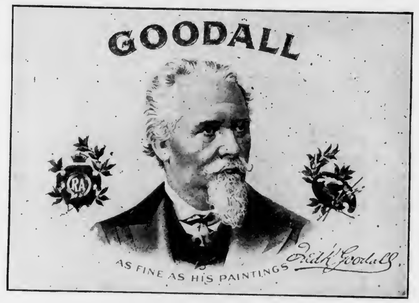
For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

W. A. LAHR





Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.

DIRECTIONS:

Add one part of Keefer's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., will give the best results.

Samples Sent on Receipt of Twenty-five Cents.

Cable Address: "BUCKY" Arnold's Code No. 5

J. M. BUCKNER, Jr., & CO.

Leaf Tobacco Dealers, Exporters and Manufacturers

917-921 W. Jefferson St., Louisville, Ky.

Dealers in **Cigar Fillers, Binders and Wrappers**

Manufacturers of **AFRICAN** and **BLACK FAT TOBACCO** for export Packed in Hogsheads and Cases

Correspondence solicited Samples sent on approval

SOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

182 Avenue C, NEW YORK

T. E. BROOKS & CO.

Red Lion, Pa.

Makers of the Celebrated

Gen. York and Havana Sweets Cigars

Standard Two for Five Cents Brands

Sold to the Jobbing and Wholesale Trade only

(Concluded from page 15.)

in the Colonial Hotel at York, Pa., sold his stock and fixtures last week to Manager Campbell of the hotel, who will conduct it as part of the hostelry itself. Mr. Kline will now devote his entire time and attention to the Diamond Cigar Store at 111 West Market street, which was bought several months ago by Kline Bros., and which is already in a very flourishing condition.

JOHNS-BRASH CIGAR CO. BECOMES E. M. BRASH CIGAR CO.

The Johns-Brash Cigar Co., of Lancaster, Pa., was succeeded on the first of this month by the E. M. Brash Cigar Co. The business will continue, of course, to be conducted by Edward M. Brash, as it has been during the past few years. The business is being rapidly expanded, and a larger volume is constantly growing under the able and careful management of Mr. Brash.

TOBACCO WORKERS' INTERNATIONAL UNION WILL SUE FOR LABEL INFRINGMENT.

Cincinnati, O., April 9.

Henry Fischer, of Louisville, Ky., President of the Tobacco Workers' International Union, has been in this city and declares that his organization is about to institute legal proceedings against every firm in the Independent Tobacco Manufacturers' National Association in the country. He claims that the Independent in its fight against the American Tobacco Company has adopted a label which is similar to that used by the Tobacco Workers' Union, and that its color and general appearance would lead consumers to think it is the union label. He stated that he will open the fight against a well known local firm which is a member of the Independent Manufacturers' Association.

Recent Incorporations, Etc.

—The Cox & Harris Co., of Minneapolis, Minn., has been incorporated to do a business in tobacco, with a capital of $50,000 by Robert H. Cox, Cyrus T. Harris and Oliver J. Nash.

—The W. W. St. John Co., of New York, has been incorporated to deal in cigars, tobacco, etc., with a capital of $5,000, by Wm. W. St. John, Louise C. Doescher and August Baer.

—The Dauntless Cigar Co., Buffalo, N. Y., has been incorporated with a capital of $900, by W. T. Twitty, M. B. Ginnane and F. C. A. Raadt.

GEO. S. MILLER & CO. SUCCEED SHIVELY, MILLER & CO.

B. M. Kratz, of Pottstown and H. M. Groff, of Perkasie, have purchased the interest of Shively, Miller & Co., of Pottstown, and will manufacture the famous Ambrosia under the name of Geo. S. Miller & Co. The factory will remain at Pottstown but in a new building.

TRADE MARK REGISTER.

TWO HOMES, 15,100.

For cigars and cigarettes. Registered April 5, 1906, at 8 a. m., by the Codorus Cigar Co., York, Pa.

JODELLA. 15,101.

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 9, 1906, at 8 a. m., by H. Schumacher, Cincinnati, Ohio.

CANCELLATION.

COMMONWEALTH—Registered for cigars, March 23, 1906, by L. F. Scheirer, Allentown, Pa., has been cancelled.

REJECTED.

Puritano, Twilight, Gaudy, Allison, Delia, Our Secretary, The Wellington.

PATENTS RELATING to TOBACCO, Etc.

816,902 Smoking pipe; Martin Donohoe, California, Pa.

816,569 Cigar cutter; Napoleon DuBrul, Cincinnati, O.

816,799 Single delivery match box; Charles Hunnicutt, Wilmington, O.

816,673 Container for cigars; Simon C. Marum, New York City.

816,623 Match making machinery; Bernard G. Vaughan, Joliet, Ill.

816,634 Match machine; Wm. H. Wyman, Oshkosh, Wis.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

FAVORS PHILIPPINE BILL.

New York Chamber of Commerce Votes in Interest of Islands.

New York, April 5.

The principle that the Philippines ought to be administered in their own interest and not in the interest of the United States was adopted today by the New York Chamber of Commerce.

A resolution was adopted urigng the Senate Committee on the Philippines to the prompt and favorable consideration of the Philippine tariff bill, which the Senate Committee recently declined to report.

WISCONSIN TOBACCO PLANT TO BE ENLARGED.

La Crosse, Wis., April .

Operations have been commenced at the Northern Wisconsin Leaf Tobacco plant which will double the present capacity. Two new sections will be added to the present building on South Front street, which additions will enable the company to increase the working force in the sorting rooms, and to purchase twice the amount of tobacco handled last year. The buildings will be completed in time for handling the 1906 crop.

WISCONSIN TOBACCO MARKET.

Edgerton, Wis., April 6.

A few more packing houses have closed the season's work during the week and the end of tobacco handling of the 1905 crop is now in sight. Packers are largely engaged in figuring up the cost of their holdings and cleaning up the odds and ends about the warehouses for the summer vacation. The local markets are almost bare of transactions of any moment, though there is still plenty of inquiry for cured stock and were it in hand business might be done.

Indications of spring are at hand and growers are making some preparations for starting the plant beds for another crop.

Shipments, 500cs.—Tobacco Reporter.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

Lithographers and Printers
322-326 E. 23RD ST.
Krueger & Braun
NEW YORK
CIGAR LABELS
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

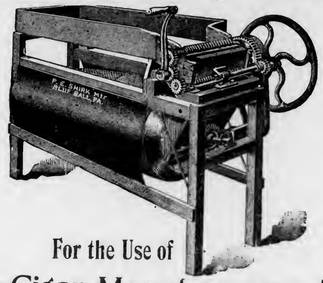
GOLDEN EAGLE CIGARS

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.

Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

THE DAISY
Tobacco Cutting Machine



For the Use of
Cigar Manufacturers

The above cut represents the
Improved Greater Daisy Tobacco Cutting Machine

which is the Standard of all the Tobacco Cutting Machines, and is the Original Machine for cutting the tobacco twice in one passage. It will cut the leaf with or without the stem. The Cutters are made of three steel rollers, are well built by skilled workmen only, and it is The Daisy in any cigar factory. The capacity of the large power machine is 2½ to three cases per hour. Apply for prices to

P. E. SHIRK, Manufacturer, Blue Ball, Pa.

OUR HAVANA LETTER

(Concluded from page 11.)

party responsible for making them pay such exorbitant figures. I have been assured by some dealers that they do not expect to make any money this year, but in order to keep their trade they will be obliged to make some packings for their customers.

Receipts From the Country

	Week Ending Mar. 31 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,012	5,917
Semi Vuelta	39	197
Partido	51	1,501
Matanzas	14	227
Remedios	159	5,117
Santiago de Cuba	—	1,121
Total	1,275	14,080

SPRING TRADE GOOD AT HUB.

Goods are Moving Nicely and There is General Satisfaction.

Boston, April 8.

The spring trade has started in nicely, the wholesalers and retailers alike reporting business as good. The large cigar manufacturers here are working to their full capacity. Traiser & Co.'s Pippins the leading 5 cent cigar appears to be selling better than ever; Waitt & Bond's Blackstone and Breslin & Campbells' Quincy are our leading ten centers; McGreenery's Poet is rapidly coming to the front.

The city during the week was beseiged by drummers; many remained for three or four days and all seemed to be doing business. Clear Havana cigars are taking much better this year and many of our retailers who formerly had no sale for clear Havanas and Key West cigars, are now handling quite a few of these goods.

Isidor Goldenberg has purchased the cigar and tobacco store of the Freeman Sisters, corner Atlantic avenue and State street. Mr. Goldenberg reports a good trade since the opening of the new State street Subway station.

M. Wachtel, wholesaler and retailer at 1 Commerical street, has increased his business multifold. Mr. Wachtel was a little handicapped this week as his clerk owing to illness remained at home the greater part of the week.

H. Cohen, pipe manufacturer at 9 Green street, has been exceptionally busy; he makes repairing a specialty.

W. H. Christie is the new proprietor of Dean's cigar store, 73 North street. Mr. Christie has just added to his stock Gans Bros' El Cura Key West clear Havana smokers that retail at 7 cents, 4 for 25 cents.

Rosenthal Bros., distributors of the William the Fourth clear Havana cigars, have the goods placed well and they are duplicating nicely. This brand is made up in 20 sizes and plenty of advertising matter is given freely to the retailer to help the sale of the goods.

The Equitable Cigar Stand, of which Wm. L. White is the manager, has a good box trade from occupants of the building; clear Havana cigars are his specialty. His leaders are Gans Bros' Wm. the Fourth, Cortez and Sanchez & Haya brands.

Herbert E. Lombard, 112 Court street, has put in a new show front and new fixtures and the business is improving nicely.

C. E. Wilson has purchased from E. Chamberlain the Howard Cigar Store.

The new United store, corner Tre-

KEYSTONE RESWEATING TOBACCO WORKS, JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
We Solicit Your Patronage
226-28-30-31 East Grant Street, LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobaccos
142 N. Market Street,
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Crest
Supreme Union

Mc Sherrystown, Pa.

Patent Cigar Shapers.

THIS SHAPE is something entirely new and novel and any manufacturer desiring to manufacture this cigar can do so by contracting for the shapers and the right to manufacture same. We feel confident that the cigar will be a seller and that it can be manufactured at the same cost as almost any other shape. Any manufacturer wishing to consider the cigar can secure such rights from the undersigned.
C. G. SINGLEY, Manheim, Pa.
H. S. WALLICK, York, Pa.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO 17 RANDOLPH ST. BRANCHES SAN FRANCISCO 301 BRANNAN ST.

mont Row and Howard street, will be opened for businesss within the next two weeks.

Henry Joski, proprietor of the cigar stand in the Converse Building, has been spending a few days in New York this week.

Janakas Bros., tobaconists, corner Dartmouth and Columbus avenue, have just put in three sizes of the William the Fourth clear Havanas and they are taking hold nicely.

W. B. Markell's drug store on Scollay Square, is doing a nice cigar business. His leading brand is the Mignon clear Havana goods in many sizes.

Chas. Ellis, the local representative of the Cortez Cigar Co., Key West, is doing a nice business. Cobb, Bates & Yerkes, who recently put in this brand, state it is taking much better with their trade than any other brand they have taken hold of within the past 5 years.

H. Sexton, of Wellesby, Mass., was a buyer in our market this week. Mr. Sexton leaves tomorrow for New York, where he intends to purchase the finest soda water fountain he can get

H. R. Lord and R. J. Leimar are making many handsome Royal Bengal window displays for the American Tobacco Co. Mr. Pearlstein has a few salesmen doing missionary work on these goods and the goods are starting to sell once more.

The following salesmen were here this week: Geo. Alces, representing M. Rodriguez & Co., Henry Alces, with Simon Batt & Co., M. Schwartz, of Jose Lovera Co., D. C. Jacobs, of Chas. Jacobs & Co., (Las Palmas Cigar Factory), Carl Berger, with S. M. Frank, the pipe concern, Mr. Wilson, with Trujillo & Co., Mr. Schaeffer, with Jno. G. Spatz & Co., Reading, Pa.; R. H. Stemler, New York manufacturer of a novelty asbestos pipe, and representatives of Chas. Morris & Co. (La Integridad) and of Gans Bros., New York, (Wm. the Fourth Cigar Factory); also D. B. Bendheim, with the Metropolitan Tobacco Co., has been showing his samples of fine briars and meerschaums; S. A. Frank, a New York cigar salesman, and Milton Frankel, of Frankel Bros. Co., New York. ALFO.

RUSHING TOBACCO TO MARKET IN CLARKSVILLE, TENN., SECTION.

Clarksville, Tenn., April 6.

The recent rains have brought tobacco into fine stripping condition throughout this section, and the farmers have been busy stripping out the remainder of their crops and rushing it to market to get it out of the way before beginning their spring work. Large quantities are being received in Clarksville and the receipts at the association prizing houses, the Regies and Imperial houses, will be heavy this week. Good prices are being paid for the independent tobacco and good advances are being made on association tobacco. The tobacco is coming here from many miles around, and all seem satisfied with the market.

CHI. MFRS. MAY BE FORCED OUT.

Leaf Prices Likely to be Prohibitive for Many Concerns.

Chicago, April 7.

Conditions in the cigar and tobacco trade in Chicago are somewhat peculiar. Your correspondent has already noted in this column that the scarcity of leaf tobacco is becoming a problem with some leaf houses, and not only are leaf men concerned, but also manufacturers who have not for one reason or another laid in enough stock to tide them over the period of high prices.

More than one cigar manufacturer here is thinking seriously of discontinuing the operation of his factory until he can secure tobacco at less fancy prices than those which now prevail. A North Side manufacturer told your correspondent only today that he had been thinking seriously of discontinuing the manufacturing business for the reasons above stated, but on further thought had decided to go on, believing that conditions are now beginning to improve gradually.

A leading leaf man, who said he did not care to be named, stated that he believed some of the smaller manufacturers, who have not been forehanded in their purchases, will have to go out of business unless they are strong enough to buy at present prices and market their goods at an advance sufficient to cover their increased cost. This, he said, will be true of the price cutters, and it may be that the present state of the trade is a good tonic; it may elimate the price cutting evil to a degree among those who have been injuring themselves and the trade in general by selling on too small a margin.

A few of the leaf men are feeling discontented with the outlook, but others feel that the present scarcity of goods is what the trade needed to bring about a healthy condition. Said one dealer:

"It will have the effect of cleaning up the stocks better than they have been cleaned up for many years. Whatever is available will be used up, leaving a clear field for the new crops. In Ohio and Wisconsin, and, I understand, in the East and South, the farmers are increasing their tobacco acreages. This in some of the States, they say, will result in a production of fully one third more tobacco than was produced last year. I understand, too, that the Cuban outlook is better than it was supposed it would be and that the prospect of a good crop in that island is very bright."

Asked concerning the shortage of leaf and its causes, the same man said he believed there is leaf enough to go around, with some stretching; that the shortage is due to the fact that the manufacture of cigars has outrun the production of the raw material, and that normal conditions will not return until production has again caught up.

John H. Meyer, of Jno. H. Meyer & Son, leaf dealers on Lake street, said that in his opinion the cause of the

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT

A FULL HAVANA
FIVE-CENT CIGAR
FRED SCHLAEGER & CO.
Manufacturers
Columbia, Pa.
Medal Awarded for Quality and Workmanship—St. Louis, 1904
Retail Trade Direct

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

HARRY A. SNYDER,

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and EL DODIE,
St. Louis World's Fair Prize Winners.
Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.
Fine Union-Made Goods a Specialty.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAR
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

WHEN QUALITY COUNTS

5c. Cigars Win Out
Made in Three Sizes:
LONDRES
CLUB HOUSE
CONCHAS
Write for Samples and particulars
J. G. SHIRK,
Lancaster, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1873 } 12 S. George St., YORK, PA.

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

The American Tobacco Company
Makers of the Famous
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

present high price of tobacco is a simple proposition of supply and demand. The demand for the raw material has been greater than the supply. The country is growing and now naturally will absorb a normal crop. When crops are below the average it takes but a very short time for a dearth of tobacco to become manifest.

E. Wedeles, of Wedeles Bros., was of a similar opinion. Mr. Wedeles, by the way has just returned from a visit to Ohio, where he says the farmers are quite largely increasing their tobacco acreages.

P. M. Schwarz & Co., cigar manufacturers at 203 Minzie street, will probably retire from business in the near future. Such was Mr. Schwarz's statement this morning. The three floors occupied by that company are for rent. Mr. Schwarz said that he has not yet decided upon his plans for the future. This firm is one of the oldest Havana cigar manufacturers in the city. Mr. Schwarz himself has been in the cigar manufacturing business for forty years, having opened a factory here several years prior to the Chicago fire of 1871. Just before the fire he moved his factory to Pontiac, Ill., thus luckily escaping the great conflagration. Shortly after the fire he moved back to Chicago and has been here ever since. Mr. Schwarz says he has worked hard for forty-eight years and believes that the period of his industry is near enough to the half century mark to entitle him to a rest. The firm of P. M. Schwarz & Company is not only one of the oldest in the city, but is also one of the best known and most highly regarded in its line.

Sebastian Solares & Company, Incorporated, 115 East Lake street, manufacturers of high grade Havana cigars, will move next Thursday into new and more commodious quarters at 220-222 East Minzie street, where they will occupy the second and third floors. Three years ago this company was burned out, and at once cast about for new quarters, taking 115 Lake street, top floor, as the best they could get at the time. They have outgrown these quarters, however, hence their removal. The Casimir brand of Havana cigars is this company's long suit. They have other brands, of course, but put their main weight on the Casimir, an ideal product. President H. J. Glaspell, of this company, says that the demand for cigars is opening up well. For the months of January, February and March trade in his factory was better than it ever was before in his experience.

William G. Valentine, a druggist at Thirty-ninth street and Cottage Grove avenue, has, it is said, put in the goods and fixtures of the National Cigar Stands Company. This item is interesting showing as it does that the N. C. S. Company is pushing its propaganda in every attractive neighborhood in the city.

The parents of Otto Schrader, of O. Schrader & Company, cigar jobbers at Washington street and Fifth avenue, celebrated their golden wedding anniversary on April 5.

L. O. Rand, local representative of the Jose Lovera Company, of Tampa, and E. M. Schwarz & Company, of New York, says business is better than he anticipated it would be. He has opened up a number of good new accounts in Chicago and Illinois recently, and declares that "every prospect pleases."

J. B. Cobb, President of the American Cigar Company, of New York, was in Chicago on April 6, but made only a brief visit.

Burton F. White, the restaurant man, is installing a buffet in the basement of the Lakeside Building, at Clark and Adams streets. He will carry besides liquors, a good line of high grade cigars.

The cigar store of McGuane Bros., 2959 South Halsted street, was broken into the other night, the burglars taking all the 15 cent and 25 cent cigars on the place. They left all the stogies and ignored the cash drawer. This is the second robbery which has taken place in this store within three months.

The condition of the retail cigar trade is good. The pleasant weather of the past week has influenced business in an agreeaable way. Among the jobbers it is reported that the effect of the now diminishing soft coal strike has not been by any means so bad as was at first anticipated and that orders are coming in very freely.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

WM. STEINER, SONS & CO.
Lithographers,
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted.
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

The Globe Cigar Co.
Manufacturers of
Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Hand-Made

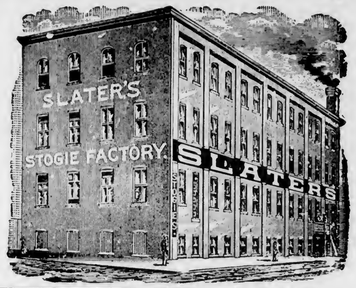
LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

AND

No. 21 North Main Street, Washington, Pa.



SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,

THE CELEBRATED

HAND-MADE STOGIES.

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

METAL EMBOSSED LABELS METAL PRINTED LABELS

ENGRAVING

H. J. Fleischhauer

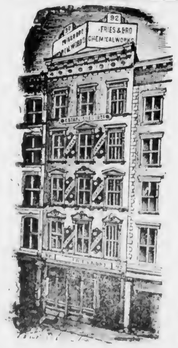
CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

DIE SINKING

LITHOGRAPHING SPECIAL DESIGNS



HAROLD FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors

Sweeteners, etc.

Sample Free The Most Popular Flavor Since 1855 Please write for it

Guaranteed to be the Strongest, Cheapest and B

Business Changes, Fires, Etc.

California.

Redlands.—R. M. Wagner, cigars, etc., attachment, $498—meeting of creditors.

Delaware.

Wilmington.—J. F. Dolan & Co., cigars and tobacco, discontinued.

Georgia.

Altanta.—R. E. Sharpe, cigars, etc., chattel mtge., $600.

Illinois.

Bloomingdale.—I. N. Martin, cigars, etc., sold out.

Elgin.—Sowers & Andresen, cigars, etc., Andresen succeeds.

Indiana.

Elkhart.—Hogan Cigar Co., not inc., succeeded by corporation of same name.

Indianapolis.—Pierson Bros., retail cigars, sold out.——John T. Woodward, wholesale and retail cigars, sued for possession

Terre Haute.—Edward West, cigar manufacturer, chattel mortgage, $1,000.

Wabash.—C. A. Mattern, barber and cigars, chattel mortgage, $1,500; real estate mortgage, $2,000.

Maine.

Guilford.—S. Christopher, cigars, etc., discontinued here.

North Vasselboro.—Henry S. Wheeler, cigars, confectionery, etc., real estate mortgage, $1, etc.

Presque Isle.—Mrs. M. E. Hedrich, cigar manufacturer, etc., real estate mortgage, $2,700.

Massachusetts.

Lowell.—Samuel Cobb, wholesale and retail cigars and tobacco, will sell out May 1.

Milford.—Ranahan Bros., wholesale and retail cigars, damaged by fire and water: insured.

Worcester. Mary Zimailo (Mrs. Raffel), tobacco, groceries and wholesale and retail baker, files married woman's certificate.

Montana.

Billings.—Nick Kloss, cigars, etc., succeeded by Charles Getchell.

Nebraska.

Hodrege. Combs & Hicks, cigar manufacturers, dissolved; sold to Porter Cigar Co.

New Hampshire.

Dover. Gray Bros., cigars, etc., burned out.

New Jersey.

Jersey City.—Benj. S. Cassell, cigars, etc., judgment, $229.

New York.

New York City.—M. W. Mendel & Bro., cigar manufacturers, dissolved.

Troy.—William A. Lent & Son, cigars, William A. Lent dead.

Whitestone.—Jacob Reitz, cigars, dead.

Ohio.

Dayton.—Heeter & Keller, leaf tobacco, succeeded by Shoup & Heeter.

Pennsylvania.

Pittsburg.—David Alpern, cigars, real estate mortgage, $2,000.——H. J. Meister, barber and cigars, damaged by fire; partially insured.

Washington.

Goldendale.—T. J. Seamon, cigars, etc., sold to R. Baker.

—The Continental Tobacco Company has bought in Harrison county, Kentucky, the past season in the neighborhood of three million pounds of tobacco, ranging in prices from 3 to 12 cents per pound.

GUSTAV WERNER,

Steam Cigar Box Factory

260-62 N. LAWRENCE ST.

Philadelphia, Pa.

Dealer in

CIGARMAKERS SUPPLIES

Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.

WEEKLY CAPACITY 20,000 BOXES.

Phone Connection.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day

Phones: Keystone, Main 273; Bell, Market 234

WILLIAM MEYER

206 to 216 Quarry St., Philadelphia

Cor. Bread, bet. 2d & 3d, Race & Arch Sts

Steam Packing Box Maker

CARPENTER WORK

SHELVES and FIXTURES a Specialty

Jobbing in all its Branches

JAMES A. ALLEN

Stencils, Metal Checks

All kinds of

Rubber Stamps, Etc.

244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS, LEAD SEALS & STENCILS

Quaker City Stencil & Stamp W'ks

Incorporated

234 Arch St., PHILADELPHIA, PA.

We're Tobacco Doctors We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Havana Tobacco Ferment

Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.

You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the **Pure** leaf for your cigars.

Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and **gums.**
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the **Pure Leaf** and **Best Part** of it.
It gives a thoroughly clean leaf.

Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanallin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

Acme Extract and Chemical Works

EDWIN G. ECKERT, Proprietor J. L. HOLLAND, York, Pa., Special Representative

HANOVER, PENNA.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the CIGARS of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

Le Droit Building, WASHINGTON, D. C.

CORRESPONDENCE SOLICITED

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

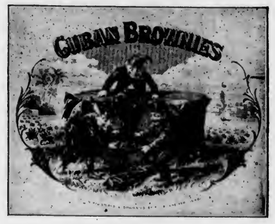
La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.



Maker of High Grade Cigars. No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

Established in 1881.
Vol. XXVI., No. 16.

PHILADELPHIA and NEW YORK, APRIL 18, 1906.

One Dollar per Annum.
Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
PHILIPP J. KOLB
WILLIAM J. LANAGAN
232 ARCH STREET,
PHILADELPHIA.

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co.,
Richmond, Va.

Our holdings of
Over 1200 Bales
NEW SUMATRA TOBACCOS
Now Ready for Inspection
It will pay you to look over our line of both Old and New
H. DUYS & CO.
170 Water Street, New York City
De Amsterdamsche Tabakshandelmaatschappij, Holland

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS
Makers of
Hollard's Premiers
Franklin Club
Luxury
and NUMEROUS PRIVATE BRANDS
Seal Cigar Factory
2203 South Street, Philadelphia
Hollard's

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

WRANGLE IN MILWAUKEE.

Union Arrests Mfrs. for Counterfeiting Label; Mfrs. Charge Spite.

Milwaukee, Wis., April 12.

Following close upon the arrest of Jacob and Sam Borun, of the Milwaukee Post Office Cigar Company, upon the complaint of John Reichert of the Cigarmakers' union, claiming that the defendants were counterfeiting labels and using them for the sale of their cigars will come the arrest of other Milwaukee cigar companies claimed to be connected with the fraudulent use of union labels.

Sam and Jacob Borun were arraigned in Judge Neelen's court this week and the case continued. Meanwhile the Cigarmakers' union will have several witnesses brought to the city from throughout the State, and F. W. Perkins, of Chicago, international president of the union, will come to the city to assist in the prosecution.

"We will push the cases through to the conviction of all guilty parties," said John Reichert. "We are confident that we have the ringleaders of a thing that has been going on for some time. These labels have either been made here in Milwaukee or are being imported from without the State and are being sold by the Milwaukee Post Office Cigar Company to several other firms in the city who have been doing business with fraudulent labels. We have conclusive evidence against nearly all concerned, and have no doubt we will win our case. Other arrests may follow before this case is concluded.

"Those people have been selling their goods extensively in Milwaukee and throughout Wisconsin and we have investigated thoroughly before taking any action. This is the first arrest on this charge ever made in Milwaukee, but it has been tried in other States and has always been discovered and prosecuted by the union."

Samuel Borun, proprietor of the Milwaukee Post Office Cigar Company, says that all charges brought against him and his brother by the Cigarmakers' union, alleging the making of fictitious labels and being at the head of a conspiracy against the union, are utterly false and untrue and are made solely out of spite and hatred due to the fact of his refusal to be unreasonably dictated to by said union.

A member of the firm made the following statement: "Some time ago, while I employed union help, I discharged one of the union men for performing unsatisfactory work and refusing to follow instructions. John Reichart and one of his associates called upon me at least eight times, the last of which was the day before the warrants were issued, and wanted me to re-engage said discharged help. When I refused to do so he said he would give me no more labels, whereupon I discharged the entire force. Immediately after this conference warrants were issued, and what is the most remarkable, the claim against us is that the union's own label is bogus—the very label they gave me is now alleged to be fictitious. The Cigarmakers' Union has been having trouble with most of the leading cigar manufacturers in town and had been losing ground and this attack against us is one of their extreme measures to make manufacturers retain their help.

J. F. PORTUONDO CO. WINS SUIT.

Thomasville Mfr. is Enjoined From Using the Name on His Product.

York, Pa., April 1.

Edward H. Neiman, cigar manufacturer of Thomasville, has been restrained from using the words "Portuondo—Philadelphia" on cigar labels or cigar boxes. The injunction writ was granted by Judge Bittenger at the instance of the Juan F. Portuondo Cigar Manufacturing Company, of Philadelphia, which alleged that Neiman infringed on their label containing the words "Juan F. Portuondo, Philadelphia." The hearing of testimony in the matter was had a month or more ago. The company was also ordered today to file a bond of $20,000 to secure such damages to Neiman as may accrue from the injunction in case the company fails to procure its permanency.

Judge Bittenger's opinion contains a detailed statement of the circumstances of the case. He finds that Neiman had no right to use the words "Portuondo," "Philadelphia," or "Cuban Hand Made." The use of these words, the court says, was calculated to mislead the public and deceive them into buying the Thomasville product in mistake for the genuine articles made by the plaintiff company. The order made against Mr. Neiman is as follows:

"That said defendant, and all his agents, employes and servants, are perpetually enjoined from manufacturing, selling or in any manner exposing any cigars stamped or labeled or marked with the name "Portuondo, Philadelphia," or with any name resembling the same and calculated or likely to be misunderstood for the cigars made by the plaintiff, and from branding or marking any cigars made by him, the defendant, with the name "Portuondo," and from using said name in any form in and about the manufacture and sale of cigars and from using and distributing any stamp, label, brand or mark containing the same.

"That the defendant account to the plaintiff for any and all profits made by him from the use of the said name "Portuondo—Philadelphia," and that he pay all the costs of this cause."

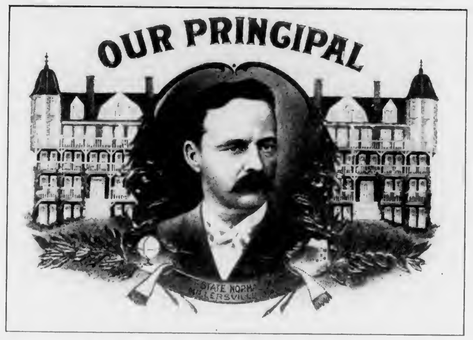
Extracts from the opinion are as follows: "Where a name is one which has previously thereto come to indicate the source of manufacture of particular devices, the use of the name of another, unaccompanied with any precaution or indication, in itself amounts to an artifice calculated to produce the deception alluded to in the foregoing adjudications. A man may not use his own name to accomplish a fraud, designed or constructive.

"'Any one has a right to use his own name in his business, but he may be restrained in its use if he uses it in such a way as to appropriate the good will of a business already established by others of that name. Nor can he by any use of his own name appropriate the reputation of another by fraud, either actual or constructive.

"The defendant's only defense is the charge of unfair trade on the part of the plaintiff. This charge is not supported by any evidence and therefore the defense is not available. The defendant is the party lawfully amenable to said charge."

The opinion cites numerous United States Supreme Court cases in support of the conclusions arrived at.

FAC SIMILE OF J. W. BRENEMAN'S NEW LABEL.



THE above is a fac simile reproduction in black and white of a new label adopted by J. W. Breneman, of Millersville, Pa., on a product which he has now had on the market several years, but which will henceforth appear in a new dress.

This brand was so named in honor of Prof. Lytle, principal of the Millersville State Normal School, one of the best known educational institutions in the Keystone State.

In the foreground of the picture is shown a good likeness of Prof. Lytle, and in the background an illustration of a portion of the main dormitory of the school building

The product is a high grade 5 cent variety of goods, and is being sold to the trade on its merits. The goods are made under the personal supervision of Mr. Breneman, who is a thoroughly practical and successful tobacco man and needs no introduction to the trade.

STOGIES UP IN TOLEDO, O.

Jobbers' Prices Have Gone Up and Consumer Will Soon Have to Pay.

Toledo, O., April 16.

The price of stogies, of which a large quantity is sold in this city, is expected to go up shortly and the consumer will have to pay more for his smoking. Toledo tobacco dealers say that on account of the continued high price of raw material, either the quality of stogies must be cheapened or the price raised.

Stogies, which three months ago sold to the trade for $10 a thousand, are now selling for $12.50 per thousand. This has made the margin of profit at 3 for 5 so small that many retailers refuse to handle them. Unless all signs fail the long, black weeds will in a few weeks be selling at two for five cents and the 3 for 5 quotation will be a thing of the past.

Millions of stogies are smoked in Toledo every year and their smokers are not confined to the poorer classes. Many well-to-do citizens are inveterate smokers of the weeds.

There seems to be some difference of opinion among local jobbers and retailers as to the scarcity and consequent increase in price of the cheaper grades of tobacco. Some affirm that the tobacco crop is the cause, while others attribute the scarcity to the increased consumption of stogies. It is said that in the past year the stogie business has doubled in volume at the expense of the 5 cent cigar trade. Makers of good stogies have been reaping a harvest and have hurt the five-cent cigar trade. The demand for the long weeds has, therefore, they say, cleaned up the market in the cheap grades of tobacco and an increase in price is a natural result.

MORE WISCONSIN TOBACCO WAREHOUSES CLOSED DOWN.

Janesville, Wis., April 14.

More packing houses have closed the season's work during the week and the end of tobacco handling of the 1905 crop is now in sight. Packers are largely engaged in figuring up the cost of their holdings and cleaning up the odds and ends about the warehouses for the summer vacation. The local markets are almost bare of transactions of any moment, though there is still plenty of inquiry for cured stock and were it in hand business might be done.

Indications of spring are at hand and growers are making some preparations for starting plant beds for another crop.

LEVI S MERRICK LEAVES LARGE FORTUNE.

The will of Levi S. Merrick, the millionaire Chicago tobacco manufacturer, who died at that city March 4, was filed for probate in the County Court Thursday. The will is dated Dec. 30, 1905, and disposes of property said to be worth upwards of $1,000,000. The testator's daughter, Miss Zella Merrick, is named as sole heir and also as executrix without bond. Mr. Merrick was a wholesale tobacco manufacturer, being a member of the firm of Spaulding & Merrick, which sold out to the trust a few years ago.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of Havana and Sumatra AND Packers of Seed Leaf **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF **TOBACCO**

Importers of HAVANA and SUMATRA

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

The Old Salesman's Musings.

"SETTLEMENT DAY."

I wonder how many of my gentle readers have ever been in Lancaster on the farmers' annual "settlement day."

Monday the 2nd of April was the great day this year, because April 1, the regular date, fell on Sunday, and as I happened to be near Lancaster, I took a run over. I felt like a miserable, insignificant loafer with no affairs worth a cat's notice—and cats are supposed to notice everything.

Everybody in the world had business and all seemed to have it in Lancaster and to be hurrying around trying to get it done in the quickest possible time.

It is the most important business day of the year for the Lancaster county farmers, who save up all their formal transactions for that day and then swarm into town.

There are probably some lawyers in Lancaster who have a pretty good loaf 364 days in the year, but I don't believe there is a Marks in the place who doesn't have to fly around like a headless hen at least one day. Every man jack is on deck for business and before night came I had developed a habit of walking around the Square as fast as I could, just so I'd look as if something was doing with me too.

It was an unusually big day this year on account of the abnormal value of the crop. I guess all who planted tobacco made a good profit out of it, and some farmers took down a very snug sum indeed on the year.

Many a mortgage was torn up and many a villain circumvented. (We all know that when the money for a mortgage is raised confusion comes to the villain who is after the beautiful daughter through the father's hardupedness; it's in every show). Most of the farmers are on easy street for a while at least and people with desirable things to sell ought to do pretty well in Lancaster county.

The banks kept open until nearly midnight to get through with the flood of business and then were nearly swamped.. A powerful sight of money or its equivalent changed hands. It is calculated that at least 15,000 acres in Lancaster were planted in tobacco last season and these were good for sixty thousand or more cases, or say 20,000,000 pounds of leaf.

This sold for more than two million dollars divided among possibly 6,000 growers, so that if each grower got his share in silver dollars he would have a pile which could be perceived without difficulty by the naked eye. Some of these 6,000 hadn't more than an acre while others had good sized patches.

The air fairly smelled of money and it had a terrible effect on me. Once, with a reckless yell, I threw four pennies into the gutter that I discovered in my pocket. This wasn't as bad as it might be, though, because I found three of them again. My principal reason for mentioning the incident is to notify anyone who finds the other cent that it's mine.

This was a good year for the croppers, and it is likely a lot of them will become landowners in consequence. The cropper takes a landowner's plowed land and plants it on the share. Of course his ambition is to own land himself and if he has a good year it gives him a chance to make a first payment. The same good year gives an owner a chance to clear land that may be encumbered, and brings general prosperity with it.

That is the reason there is so much law business on "settlement day." All these formal transactions are closed, and many farmers who have been considering investments for their money in various propositions, finish the matter up that day.

Many of the growers can come in on the trolleys now, where a few years ago they had to rely on their vehicles, but even at that, the principal Lancaster streets were simply black with wagons and people, all hurrying to and fro, intent on winding up the business as quickly as possible.

It wasn't as picturesque though, as it used to be. In former days one couldn't get around the streets much at all for wagons, and you'd see people counting out money and closing deals

(Concluded on page 7.)

The Red Devil

always pays

highest price for

First-class

Cuttings and Strips

Send sample

The Red Devil

Cincinnati, Ohio

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U. S. A.

Sole Owners and Manufacturers.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE writer knows of a certain dealer whose business is falling off steadily and who is rapidly getting into a condition of hopeless discouragement on this account. He says he used to do a good business, and that its diminishing is greater than can be accounted for by the ordinary exigencies of the cigar trade.

There is just one big reason why he should be experiencing reverses, and that is because he has allowed the habit of carelessness to grow on him and on his clerks until his store has a chronic wretchedly untidy appearance.

The dealer sells good stuff—he is particular about it—and no customer has a chance for a legitimate kick on what he buys in this store. But a little more than this is necessary to hold trade. The carelessness which is now so apparent, started when the man became mixed up in some other proposition, and had to spend quite a good deal of his time away from the cigar store.

His head clerk was inclined to be careless, and the proprietor really didn't have time to see that everything was corrected whenever he had a little time to spend in the store. Things grew from bad to worse, until trade began to drop off. The dealer told his troubles to the writer the other day and asked his opinion. On being pressed for a frank answer, the writer told the dealer just what he has said here and a little more.

"Your window is a sight," he said. "Don't take my word for it, but go outside and try to regard it impartially. The store looks sloppy, there are boxes of cigars lying around where they have no right to be, just because you haven't formed a rigid habit of putting everything back when you're through with it. The general arrangement of stock is bad and is just what it has been for months. You might as well be selling poor stuff as selling high priced stuff, the effect of which is killed.

"Your customers go into brighter places, perhaps at first by accident, or when they are in a hurry, and they never come back to you. Go at your store like a street cleaning brigade and you will notice a difference in a little while in your customers."

The dealer looked around him with a discouraged look and said it might be true and he might try it, but he had evidently lost his ambition. He won't try until it is entirely too late, and so the advice is repeated here for the benefit of anyone who may be climbing into the same boat but who can recover themselves in time. Put yourself in the place of the customer, and remember that you invariably take it for granted when you come to a slip-shod retail store in any branch of trade, that the store does not keep good stock.

* * *

– Quite a number of cigar stores are decorating with spring flowers in honor of Easter, and present a very attractive appearance.

SMOKED RUBBER CIGARS.

AN amusing story is told of "Wizard" Thomas A. Edison, who is said to be a constant smoker of cigars. Mr. Edison is said to smoke so much that the habit has become purely mechanical and he is usually so absorbed that he doesn't know when he has a cigar in his mouth.

Consequently he couldn't account for the rapidity with which the cigars disappeared from a box that he always kept in his office. The "Wizard" was not inclined to think that he smoked them all himself. Finally he asked the tobacco man what might be done to remedy the situation.

The latter suggested that he make up some cigars—"fake" them, in other words—with a well-known label on the outside.

"I'll fill 'em with horsehair and hard rubber," said he. "Then you'll find that there will not be so many missing."

"All right," said Mr. Edison, and he forgot all about the matter.

Several weeks later, when the tobacco man was again calling on the inventor, the latter suddenly said:

"Look here! I thought you were going to fix me up some fake cigars!"

"Why, I did!" exclaimed the other in hurt surprise.

"When?"

"Don't you remember that flat box with a green label—cigars in bundle form, tied with yellow ribbon?"

Edison smiled reflectively. "I smoked those cigars myself," he said.

* * *

CONSUMER SUFFERS THROUGH PALATE BUT NOT PURSE.

"THE price of tobacco is rising. There has been an increase in the cost of all stock," said the man behind the cigar case, "and you must not look for as good bargains in cigars as you have had in the past. Take stogies for instance. Lots of people smoke stogies, and like them. Some smokers prefer stogies to anything else, and I have seen men who would lay aside a high-quality cigar half smoked and dive down into their pockets for a stogie. Well, the stogies that have been selling at three for five will have to be sold at two for five pretty soon, if the dealer makes a penny on a box. The price of stogie tobacco has raised wonderfully, and the same may be said of all other stock."

"Will cigars be higher?" asked the man who was just clipping the end of a three for a quarter.

"No, they will have to sell for the same prices at retail, but we will pay more for them. And besides, you will find that cheaper stock will be used in your favorite brands, for the manufacturers can't stand to use stock they are making up now at present prices for stock."

"Well, there's one way to bring the price down and keep the quality up," replied the customer, as he drew the cigar lighter toward him and took the weed between his teeth.

"We who smoke can lower the prices of tobacco in a week, if we find that we need to. All we have to do is for each man to smoke about three cigars less every day for a week. Or, say that we make it easier for the confirmed smokers and cut off one a day for the next two months. Don't you suppose that would make a difference that would be felt?"

"It certainly would, if you could bring it about. But the smokers are scattered like leaves of the forests in fall, and they are individuals, and each is an independent individual. You cannot reach them in any manner that will enable you to organize your boycott on the chaps who have cornered the market. Thousands and thousands will never know anything about it, and they will go on smoking just as much as ever, swearing a little when the stock begins to run down in their favorites but keeping it at just the same no matter what comes."

"I guess that's so; but at the same time I can have a little private satisfaction of my own by cutting down on the number that I burn every twenty-four hours. Now, I expected when I bought this quarter's worth that I would smoke them all this evening. I won't. I'll stop with this one. And what's more I'll follow this plan till the first of May. I'll let up through the day, too, and in this way, save about five cigars in a day. If others want to do the same thing they can, but if they don't, why, I am having my own satisfaction out of it through the knowledge that I am not a party to the scheme to put a fictitious value on tobacco."

And the young man who had been fingering a nickel at the further end of the counter slipped the coin into his pocket and went out without buying.

* * *

BE NEAT IF YOU CAN'T BE SWELL.

IF you feel that you can't afford to have handsome or elaborate fixtures in your store, see that everything is neat and orderly. You can keep your place in very good shape with a little expenditure, and your customers will recognize any effort to do the best possible under the circumstances.

Plants, tissue paper, varnish and soap and water will work wonders and give the place a freshness which some of the swell stores do not have. If you are convinced that it is impossible for you to do justice to your customers, make a fair living and have a fancy store be frank about it and say so.

Take your customer into your confidence and assure him that some of the money which might be going into furnishings is being put into stock, and that he is the one to benefit. If this is true, he will know it by the sort of stuff he buys from you at the prices you charge him; but if it is merely a bluff, and you are squeezing out all the profit you can for yourself, it is better to say nothing at all about it.

It shows a good spirit when you feel uneasy in the presence of any dirt or dust in the store, but that doesn't mean that it is advisable to get mad when a customer tracks some mud into the place. It's one of the penalties of having a public place and the only thing for you to do is to clean it up cheerfully. If your customers note such disposition on your part they will encourage it and be more careful in the future. Don't ever be afraid to show your good habits.

* * *

SPEAKING of good habits reminds the writer of a talk the other day with a dealer who was bemoaning the growth of bad habits in a clerk of his. He liked the clerk and fully appreciated his ability, but thought he might be doing him a bad turn by keeping him in his employ. He said the condition was not an uncommon one, and thought any young clerk should take great care to guard against it. "This man's ambition is to be a road salesman," said the dealer, "and he is working in a cigar store, because he thought it was better to learn the business that way. He is bright and quick and seems to make friends naturally.

"There isn't the slightest question that he is making good, or that he is worth more money than I can afford to pay. I think he knows this and is willing to stay along a few months longer for the sake of the experience. What I'm afraid of is that those few months will injure him materially.

"As it is, I am paying him a very fair salary as cigar store salaries go, and as he doesn't pay board home, he has quite as much money as is good for him. He makes friends very readily and everybody seems to like him. You know the best part of my trade is among well to do business men and young lawyers, and my clerk tells me that whenever he runs into these people outside the store they always speak to him cordially.

"Lately, he's been seeing them in billiard rooms or other places where it's handy to a bar, and they've asked him up to drink. Naturally the boy felt flattered, naturally he tried to hold his own end up where he could, and just as naturally he has come down several times in the mornings looking the worse for wear.

"So far it hasn't interfered with his work and I don't like to say anything. I notice it occurs oftener, however, and from what I have heard, the boy is getting in with a set that is a good deal too fast and too old for him. If he isn't mighty careful he'll degenerate into a cheap sport and won't even be good enough to clerk in a store, let alone sell goods on the road. I think if I were to fire him out it might wake him up, but his work is still so good in spite of his failings that I hate to. No clerk who wants to rise, though, can afford to have any bad habits."

* * *

TOO many retailers believe that any window display which attracts a crowd is a successful and proper display. Almost anything, however impertinent and trivial will excite attention, but it won't sell goods. The street fakir usually draws his audience by performing a trick or providing some other form of entertainment. But he has to work hard to sell his goods after the crowd has gathered. Thus in order to gain any direct benefit from a freak window the dealer would have to bring his goods outside the store to offer them to the crowd before it scattered.

Le Radium Perpetual Cigar Lighter

(Imported from France)

A Great Boon to Smokers

Cheaper and Safer than Matches

Surely Less Trouble

Resists Strongest Wind

54,000 Sold in Montreal, Canada

THIS useful French novelty consists of a metal vest pocket tube containing a platinum compound which, when exposed to the air, becomes incandescent and produces a strong flame.
Remove the cap and there instantly appears a steady flame which will light cigars, cigarettes, lamps, gas jets, will kindle fires, or light the way in the dark. When the cap is replaced the flame is extinguished.

NO MANIPULATION. NO ADJUSTING.

This self-firing pocket lighter is absolutely safe. Will not ignite unless the cap is removed and the platinum exposed to the air. With ordinary care is practically indestructible.
A great convenience to autoists, canoeists, yachtsmen, etc. Is water-tight, and operates faultlessly in rain, snow or strong wind. Price, complete, postpaid,

FIFTY CENTS EACH.

(If not as represented, return it, and we will cheerfully refund your money.)

AGENTS AND DEALERS WANTED EVERYWHERE.

We make a most liberal proposition to agents and merchants who sell Le Radium Lighter.
Correspondence solicited.

International Auto & Yacht Agency, Dept. N, 119-121 Nassau St.,
NEW YORK CITY.

POSITIVELY NO FREE SAMPLES SENT UNDER ANY PRETEXT.

Actual Size.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

all along the sidewalk. There weren't so many banks, and most of the farmers who had to make payments would cart the cash in with them which they'd been saving. Now the tender of payment is the all-powerful check.

Perhaps this progress will be further demonstrated by the gradual extinction of settlement day and a more even distribution of the business, but it certainly doesn't look that way yet. In bad years the day is also a time for borrowing, but according to the banks, there was mighty little of that done this year; most people wanted to lend rather than borrow.

I couldn't help thinking, as I watched this interesting panorama, what an important commodity tobacco is to Lancaster county, and how its importance is developing constantly. For instance a farmer plants four or five acres in tobacco, and makes more from them than from all the rest of his seventy or eighty acres. It has been only about a half century since the industry has amounted to anything in the county but in that time the farmers have received between fifty and seventy-five million dollars for what they have raised; which is some pin money, not much of which is allowed to leave the county.

There are more than 150 warehouses in the county, and the great quantity of tobacco to be handled every year has resulted in the establishment of more than 2,000 cigar factories. Of course some of these really don't amount to enough to dignify them by the name of factory, except as places where cigars are manufactured, but all the same, the monthly sales of internal revenue cigar stamps is beginning to reach up around the $200,000 mark.

They can raise quite a number of things in Lancaster county, among them a brand of healthy, fine-looking girls, but they will never raise anything that will be able to compete successfully with the good, old Indian weed.

Meanwhile, don't forget about that penny.

THE OLD SALESMAN.

PRESIDENT WHELAN WON'T TALK

Syracuse, N. Y., April 16.

George J. Whelan, president of the United Cigar Stores Co., who stopped in this city last week on his way West, was asked what had become of the $10,000,000 United Chemists Company which was formed a few months ago with him as its head. Mr. Whelan said there was nothing to say at present. He expressed great interest in the entrance of the National Cigar Stands Company in this city, but would say nothing as to its alleged connection with the American Tobacco Company.

LOS ANGELES CIGAR DEALERS SCARED.

Los Angeles, Cal., April 13.

Local retail cigar dealers are in a perturbed state owing to the invasion of this territory by the United Cigar Company, which is preparing to open nine stores in this city simultaneously.

Since this invasion became known the value of many local cigar stands has depreciated considerably. A few dealers, fearful of the outcome, have gone out of business. Others are hoping that an anti-trust law can be made to fit the case of the big corporation which threatens to put all the little fellows out of business.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.

J. U. FEHR & SON,

Importers & Packers of LEAF TOBACCO

700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,

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EDWARD T. COLGAN JOSEPH P. COLGAN

AMSTERDAM SUMATRA CO.

IMPORTERS & PACKERS OF

LEAF TOBACCO

154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia.

Tobacco

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,

Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Force Sweated Tops and Fillers ready for market. Write for prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone, 77-X Independent 'Phone, 1464-A

M. Velenchik. S. Velenchik

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS,

Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VERANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MUCH BUSIER WEEK IN THE HAVANA MARKET.

Local Manufacturers Operated More Extensively, and Sales of New Crop Were Recorded. Bulk of the Packings in Vuelta Abajo and Partido Will Not Commence Until Middle of May.

(Special Correspondence of The Tobacco World.)

Havana, April 9, 1906.

Business during the week has nearly doubled in volume, which is partly due to some sales of the new crop, as well as to the larger takings of old and new tobacco by the local manufacturers. For the United States only a limited business has been transacted, consisting chiefly of purchases made by Tampa and Key West manufacturers.

Prices continue as firm as ever and the outlook for any easing off this year is very problematical. The crop, as far as Vuelta Abajo and Partido are concerned, may be said to have virtually concluded as the tobacco still growing in the fields shows the defects of the spring weather (as always); therefore no further hope can be entertained of increasing the crop through late plantings.

As far as Remedios is concerned the conditions are not the same, and there is still well founded hope of cutting some of the growing tobacco in good condition.

The weather during the last two weeks has been all that could be desired as we have had no rain, but while a great deal of heat has already been experienced during the day time the nights are still quite cool, and with an abundance of dew, all of which is favorable to the further maturing of the nicotine plant in the Santa Clara province.

Quite a proportion of new tobacco, from the Vuelta Abajo principally, is arriving weekly from the country, although the major portion consists of libra de pie and hoja de semilla (the small leaves from the plants which are left standing in the fields for seeding purposes), which latter, however, have no quality and usually are consumed only by the cigarette manufacturers.

The bulk of the packings is not expected to commence before the middle of May in the Vuelta Abajo and Partido sections, although one or another house may commence its packing a trifle earlier.

Owing to the high prices asked by the farmers very little buying has been going on in the country, as our dealers feel convinced that by holding off, the farmers will come down from their high horse and feel more dispossed to let go of their greatly mixed vegas at prices which the former are able to pay. Undoubtedly the good portion of a vega will have to be paid for at a pretty stiff figure, owing to the scarcity of the crop, but this does not mean to say that the dealer or packer should take in the large proportion of light, pajizo stuff at the same prices.

The feeling against the American house which is operating in the Santa Clara province and about which I spoke in my previous market report, is becoming more bitter and more widespread, as it is stated that this house is advancing money quite liberally to a large number of farmers and making contracts to receive their crop at figures way out of proportion to anything ever conceded in the past.

The Spanish houses, which have been a number of years in the business, know that following this house and paying the same figures will result in severe losses to them, and the only question is whether by waiting they will be able to get sufficient for their regular trade, or will be obliged to pay the same crazy figures. There is only one alternative open to them, and that is to stay out of the market entirely and purchase nothing; but in that case they would fear to lose their customers.

Sales

during the past week amounted to 1,586 bales in all, of which 1,261 bales consisted of Vuelta Abajo, 245 of Partido and 80 bales of Remedios. The American buyers secured 600 bales of this quantity, while the remainder of 986 bales were sold to the local manufacturers.

Buyers Come and Go.

Arrivals: A. Martinez, of J. M. Martinez & Co., and E. J. Stachelberg, of M. Stachelberg & Co., Tampa; Harry Nichols and Charles M. Nichols of G. W. Nichols & Co., New York and Key West; J. M. Batterton, of Tampa; Harry Rothschild, of S. Rothschild & Bro., and Charles B. Cameron, of the Waldorf-Astoria Segar Co., New York.

Departures: E. J. Stachelberg for Tampa.

Havana Cigar Manufacturers

have no cause to complain, as they still have plenty of orders on hand to execute, and the calls come in regularly for more cigars from the United States Europe and other countries. While the complaint of a scarcity of skilled cigarmakers has not ceased, it is said, however, that the trust this week will reduce its number of cigarmakers, which, if true, would benefit the independents.

H. Upmann & Co. did not ship more than 700,000 cigars during the past week, as they were disappointed by the other independent manufacturers, who could not deliver all the orders on time. The H. Upmann factory is

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

Pablo L. Perez Candido Obeso Gregorio Obeso Angel Martinez

Perez, Obeso & Co.

S. en C.

(Sobrinos de G. Palacios)

Packers, Growers and Dealers in

LEAF TOBACCO

Vuelta Abajo Factory Vegas a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

MANUEL LAZO
Almacenista de Tabaco en Rama
Remates a Specialty
English Spoken Telephone 6146
199 Manrique HAVANA

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

JOSE F. IRIBARREN,
Packers and Exporters of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Escobar 162, Bet. Salud & Reina, Havana, Cuba
Special attention paid to tobacco suitable for the American market.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTAÑEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, Corner Dragones Street, HAVANA

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41. Cable: "Cuetara" HAVANA, CUBA.

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

working as hard as ever, and has no lack of orders.

Partagas tells the same story, as besides the regular orders received by Cifuentes, Fernandez & Co. from the United States and Great Britain, they now have also an extremely large call from Australia.

Por Larranaga is working with full steam attending to the reducing of its bulging order slate. Don Antonio J. Rivero, the manager, told me that the famous vega, El Ingenio de Padron, has as fine quality of tobacco this year as any previous one. The price paid for same, however, is exceedingly high. He is still in treaty upon several other vegas from the lowland section of the Vuelta Abajo.

Sol is very busy and the National Cuba Co., its agents in the United States, is sending in large orders by every mail from that country, as well as from Canada. Behrens & Co. sustained a loss through the sudden, sad death of Maximo Kraeger, whose funeral took place yesterday, Sunday morning; the whole Geramn colony, as well as a number of our large independent manufacturers, paid the last honors to the deceased.

Ramon Allones and Cruz Roja experience no diminuition in the steady pouring in of orders, so Rabell, Costa, Vales & Co. have reason to be proud of the universal acceptance which their famous brands are finding throughout the smoking world.

Eden reports no change, and Calixto Lopez & Co. are as busy as ever.

The Blasco cigar, handled by the National Cuba Co., is meeting with increasing success in the United States and Canada, as its intrinsic value becomes more widely known.

Buying, Selling and Other Notes of Interest.

E. H. Gato has been making some purchases lately of old and new Vuelta Abajo and Partido, amounting to over 200 bales.

Rufino Cano has been selling during the last few weeks 1,396 bales of Vuelta Abajo, old crop, of which 1,027 bales consisted of colas which were sold to a local cigarette factory (Viuda de Jose Gener), while the balance went to a Key West factory and a local manufacturer.

The Ferdinand Hirsch Co. has been making some purchases through A. W. Arnold, of an exceedingly high class grade of Vuelta Abajo.

Aixala & Co. disposed of 173 bales of Vuelta Abajo.

A. Martinez has been all over our market looking for suitable goods to keep up the fame of his Norma Martinez brand, and is said to have secured several fine vegas.

Jimenez, Triana & Co. sold out 150 bales of old Vuelta Abajo, including some new Remedios, to the local trade.

E. J. Stachelberg only stayed a few days, posting himself about the new crop.

J. M. Garica & Co. made some sales of 100 bales of Vuelta Abajo and Partido wrappers.

Jose H. Cayro e Hijo shipped and sold 129 bales of Vuelta Abajo and Partido.

Jose F. Iribarren turned over 100 bales of Partido, and intends to make several escojidas this year in the Vuelta Abajo, Semi Vuelta and Partido districts, as soon as the season is favorable enough to commence operations.

Receipts From the Country

	Week Ending Apr. 7 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,186	7,103
Semi Vuelta	1	198
Partido	96	1,597
Matanzas	—	227
Remedios	118	5,235
Santiago de Cuba	—	1,121
Total	1,401	15,481

50 PER CENT FOR CREDITORS

N. Y. Retail Asso.'s Affairs Will Be Wound Up on that Basis

New York, April 12.

The creditors of the New York Retail Cigar and Tobacco Dealers' Association have agreed to accent the offer made by Robert E. Lane, who controls the stock, of thirty per cent of their claims, and it is considered possible that the association will be continued.

The acceptance of Mr. Lane's offer by the creditors was made because it was believed that further legal proceedings would so reduce the assets that a much less favorable settlement would be the only thing possible. The expenses of the bankruptcy proceedings have already amounted to $2,500.

Mr. Lane was present at the meeting of creditors and said he made his offer in order to remove the odium of bankruptcy from the Association, and that its acceptance would cost him personally.

BUYING CROP NOT YET PLANTED.

Tobacco Riders Eager to Make Contracts With Wisconsin Farmers.

Janesville, Wis., April 16.

Buyers are riding through this section trying to secure contracts with the growers on tobacco which hasn't even been planted yet. The situation is unprecedented, inviting all sorts of possibilities, and the growers are inclined to be wary.

"Never before in the history of the tobacco industry in Wisconsin have such conditions existed as are now being developed," said O. N. Coon, the veteran tobacco-grower of Rock county. "Tobacco buyers are already riding and offering good prices for the 1906 crop. It is a funny situation. Here the seed is not yet planted and the dealers are seeking to buy the crop. Seven cents straight is being offered or from two to nine cents on the crop. Ten dollars advance money per acre is one of the inducements that is held out to have the farmers sign the contracts. As far as I can learn the farmers are not taking the offers, but are holding off and expect to get in the neighborhood of fourteen cents for their crop next fall. Wisconsin tobacco is more in demand than ever, and I expect to see large crops raised this year."

The conditions that exist today in the tobacco industry show that the future of the Wisconsin tobacco crops is assured now that the Philippine tariff bill advocated by Congressman Cooper of this district is practically killed. Had this measure passed the Senate it would have worked to the disadvantage of the local growers and buyers and they are now ready to begin a crusade against its ever being brought up again.

—A cablegram received by the Consul-General of Japan from the Department of Finance, Tokio, says that the actual net profit of the tobacco monopoly for the fiscal year 1905-1906 amounted to $16,642,030, exceeding the estimated figure by $636,500.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero,
MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374. HAVANA, Cuba.
Cable Address: Larranaga, Havana
A B C 4th and 5th edition.
Codes used: Lieber's Standard (Ed. Espanola)
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
Representatives and Agents in all the Great Cities of the World.
Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.
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Amargura 12 and 14, and San Ignacio 25,
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Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 595. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128. Cable: "JOMAGARCIA" HABANA, CUBA

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Importers of HAVANA TOBACCO Havana, Industria 160

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161 WATER ST.
IMPORTERS AND PACKERS OF
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Importers & Packers of Leaf Tobacco
Telephone 346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
Cable Address "HIRS"
OFFICE: 183 Water St.
NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, April 16, 1906.

There has been no material change in the leaf market during the week; any kind of filler is hard to find and those holding same are inclined to wait for a still higher price, and then to prefer their regular customers.

Any kind of leaf is salable at the present time, but most of the leaf houses are looking out for their old time trade and refuse to sell to new customers. So it has come to pass that the leaf dealer who has had to hustle to sell his goods is now the dictator and can tell those who refused to patronize him in the past to look elsewhere for their requirements.

This state of affairs places many manufacturers in a peculiar and uneasy position. It is known that the leaf houses have a small amount of old leaf on hand but in justice to all this has to be divided among their entire trade, each manufacturer getting a share of the stock but not enough to fill his requirements.

The question arises: What will the manufacturer do when he has used up the portion allotted to him by his own dealer? Future events only can answer this question which appears to be a hard one, but some of the manufacturers seem hopeful although prospects for an easier market appear slim.

The cigar manufacturing line has been pretty good the past week with most of the factories but the retail trade has been rather slow owing to the usual April weather.

Most of the retailers expected a good Easter morning trade but this was spoiled by the awful down pour of rain in the morning. It cleared up in the afternoon but most of the business had already been killed.

Many of our department stores are advertising popular brands of trust goods at greatly reduced figures but as a good majority of the retailers have cut out this class of stock it does not affect them to any great extent. Most of the stores have their own private brands made up and they seem to please the customers.

Wm. Bader, leaf dealer of 4 Burling Slip, closed out this week two lots of Vueltas. One lot consisting of 48 bales was sold to a Harlem manufacturer while another one of 28 went to an out of town factory. Mr. Bader enjoys an excellent city trade which he has built up in a short time.

Ralph M. Gans, of Gans Bros., manufacturers of the popular Wm. the Fourth clear Havana cigars, is at present traveling in the northern part of York State and is giving a good account of himself. S. A. Frank is in Boston and is placing the goods in some of the best places.

M. Falk, of the Falk Tobacco Co., is at present working New England. Mr. Falk usually makes a trip to Boston once a month but owing to the rush of orders, the factory has been behind on shipments and he had to let Boston go by this month, the first time in ten years.

The Allen Tobacco Co. is exceptionally busy. Their Seal of Quality, a 10 for 10 cents Havana short smoke, is selling well. H. L. Ruth is in Boston placing this brand with all the leading jobbers in that city.

I. Westheimer, jobber at 439 Third avenue, expects to vacate his quarters by the 1st owing to the tearing down of his present quarters. He has rented a temporary place directly opposite and expects to hold his trade.

Recent incorporations in the State are: The Vapolite Company to manufacture vapor cigar lighters, capital $5,000; Dircetors, R. E. Berthold, M. M. Giessmann and Paul Funke. James & Holmstrom, (tobacco) capital $5,000; Directors, T. F. James, A. F. Holmstrom and Ellen F. Holmstrom.

The Turco-American Tobacco Company has entered judgment against M. Futterman for $397.

A majority of the creditors of the late Retail Cigar and Tobacco Dealers' Association have accepted a proposition of a 30 per cent settlement, and the chances are the rest will get into line and the affairs will be wound up soon. Wm. E. Lockwood was elected trustee at a recent meeting of creditors at the office of Nathaniel E. Prentiss, referee in bankruptcy and his bond was fixed at $15,000. The liabilities are $54,371 and the assets $21,683.

F. Castany & Co., importers of Havana leaf tobacco, 230 Pearl street, have a good city trade; Mr. Castany imports only the best of tobacco and has some of the largest houses on his list of customers.

Five hundred cigarette makers went on strike last Monday at the shop of L. Monday & Sons, Brooklyn: they want a larger scale of wages.

The Bedell Leaf Tobacco Co. reports a good business the past week. This firm is situated at 10 Chatham Square and is the successor of H. Colell, one of the oldest established leaf houses in the city.

A. Freund, with A. Van der Poorten & Son, 209 Pearl street, has returned from a successful trip through the East. He will stay home until the 1st and will then make an extended trip through New York State.

J. Monheimer & Co., trade printers, shipped out this week over 50,000 cigarmakers revenue books to different leaf houses throughout the country. Orders are coming in every day for the printing of these books and it appears that leaf houses think well of this mode of advertising.

R. Gangemi, D. F. Nussbaum and L. Altman who compose the firm of R. Gangemi & Co., Utica, N. Y., are sending out notices to the trade that they were compelled to seek larger quarters owing to the vast increase of their business and that they will be ready to fill all orders from their new headquarters No. 89 Beekman street, this city by May 1. Two of the brands manufactured by this firm are Lucille and La Diplomat both of which enjoy a good sale.

Otto Zenn has retired from the firm of Kahn & Zenn by mutual consent.

THE WISE MEN
in the Cigar and Tobacco Business are all planning to attend the great
TOBACCO TRADES EXPOSITION
If you are wise, you will surely arrange to
FOLLOW THE CROWD
and join the other wise men, at
MADISON SQUARE GARDEN
September 3d to 15th, 1906
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.

John Schott, manager of the cigar box factory of Nicholas Althaus, in East Seventeenth street, was arrested charged with using soft coal in the furnaces of the factory in violation of the smoke ordinances. Schott claimed he was burning rubbish in the fires the day the alleged offense was committed and the rain made it appear like soft coal smoke. The case was adjourned.

D. Schwartz & Co., of 1998 Seventh avenue, manufacture only clear Havana goods. Their principal brand is called Le Didoreded which has a good sale, both locally and through the suburbs. Their retail store is also one of the finest in Harlem.

NEWARK NOTES.

Newark, N. J., April, 14, 1906.

E. P. Jeffreys, of the Surbrug Co., is doing a nice businesss in Newark on the Arab Turkish cigarettes. There is a deal of 20 packages with each thousand and the dealers are laying in a good supply.

Jas. Knowles, of 427 Washington street, reports business good; he is an enterprising dealer and well liked by the trade.

J. S. Oliver, of the Ware-Kramer Co., manufacturers of White Roll is in town.

Clif Foster, of the Campbell Tobacco Co., reports increased sales on Kentucky 9 and 5 cent tobaccos. Mr. Foster is a hustler.

Y Bet A's, of the Pacholder Co., of Baltimore, Md., are increasing in sales and bid fair to be a winner.

The Newman Tobacco Co. is getting a big sale on the Nat Goodwin cigars which they control for the State of New Jersey; the cigars are being well advertised. H. D. Michaels, Secretary of the above Company, has taken an auto trip to Lakewood over Easter.

Chas. Schroch, the New street dealer, has made a Turkish room in the rear of his place, which is certainly inviting and his patrons are taking advantage of his added comforts.

J. Brody has bought S. Kazmeroff's place at 43 Wright street and has added new fixtures which give it a very fine appearance.

The Billy Doo, a new 2 for 5 cents cigar, is being well placed on the Newark market by the Newman Tobacco Co. MOROSCO.

—The Corlis Cigar Company, of Metropolis, Ill., has been incorporated with a capital of $5,000, by Edwin Corlis and others.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE—Thirty cases Binders and forty cases Fillers, good sound Maryland stock, 9 to 11½ cents per pound, actual weight Address LEAF TOBACCO, Box 55, care of Tobacco World, Phila c

WANTED—Salesman capable of handling large cities and large territory. State experience, territory preferred and salary expected. BUTLER-BUTLER, Inc., New York. 4-18b

POSITION WANTED to manage cigar store in New York, by a young man with five years experience. Address SALESMAN, Box 56, care of The Tobacco World, Phila. 4-18a

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

JOB LOTS OF CIGARS for sale in various grades at low prices for a quick turn. Address JOBS, Box 57, care of The Tobacco World, Phila. c

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, APRIL 18, 1906.

A GHASTLY SCANDAL IF TRUE.

A series of articles written by A. F. Smith is appearing in the Western Tobacco Journal in which the writer claims that his startling statements are but a recital of actual facts familiar to everyone in the vicinity of Clarksville, Tenn.

The "Ravenal Letters" as they are called, have already earned more or less angry criticism of the writer in certain quarters and the last one will certainly not tend to reduce the measure of this. The articles deal with the tobacco situation in that section of the country and in this last installment Mr. Smith tells how the farmers were brought and held together by the directorate of the growers' association under Mr. Ewing.

The writer in sternly denouncing this directorate, pictures a shocking situation which might have happened years ago, but which seems incredible now. The holding up of a train and burning and blowing up of tobacco factories, reports of which were widespread at the time of their occurrence, were, according to Mr. Smith's accounts, but incidents of a reign of terror which is not yet ended. If such things are true the situation is a ghastly scandal which should fully reflect on those who caused it; and Mr. Smith seems very sure of his facts. He says:

This is not a prophecy of evil to come at some future day; it is a condensed statement of accomplished facts known to all men hereabouts, who have watched the movement. It is not beautiful, but is absolutely true, and I have tried to tell it in a succinct form, believing in the power of truth to touch men's hearts and consciences, and eventually crush out evil.

Here are some extracts from the body of the article:

A telling feature of the scheme for gathering and holding the farmers together, fashioned after the old-time Methodist revivals, was a system of bi-weekly meetings in every county having an organization. These meetings were presumably for transacting the business of the organization of the territory covered, but they were in truth schools for the propagation of passion, of prejudice and all uncharitableness. They were presided over by the County Chairman, who most emphatically ran the whole machine. Of discussion there was practically none. If a member sought information on points obscure to him that seemed to lead to dangerous ground, the Chairman, who was ever on his feet and never in his chair, promptly informed him that his queries or his grievances must be laid before the Executive Committee, which was always conveniently due to meet at that particular juncture, and would call to the stand some one previously designated to "make a speech," while the inquirer rarely found the Executive Committee and so was squelched.

The hot air vendor would promptly respond and proceed to strengthen the wavering. He would curse and abuse the trusts and all their agents and employes, set up men of straw and put words in their mouths which no living man ever uttered, and belabor these imaginary beings in the most cruel fashion; always using the simile of armed soldiers, urging them to keep eternal watch on their homes and property, and to hold their fire until they could see the whites of the enemy's eyes, then shoot straight at the mark, etc., etc. He would conjure up and paint in burning colors unreal stories of downtrodden women and girls wearing only a single garment, so thin the sun blistered their poor backs, while the mud spurted up between the toes of their unshod feet as they bent to plant, or worm or sucker the tobacco plants. Such fairy tales these hired "spellbinders" told in varying forms, meeting after meeting, such imaginary tales of woe numbers of men—good men—let filter into the tender recesses of their kindly hearts and went away wasting their sympathetic tears on a hypothetical case such as they had never witnessed in their lives, but which they sorrowfully felt might have come under the observation of the speaker in his more extended travels.

They were told that a farmer who was not or would not become a pledged member of their order was a traitor, not only to his country, but to the whole race of soil workers, from whose every pore the trusts were squeezing their heart's blood.

They were advised indirectly, but unmistakably, to destroy the plant beds of non-conformists. It was repeatedly stated in the public press that no one not a member would be allowed to raise a crop of tobacco. They were urged to refrain from giving the "hill-billies" all neighborly aid and human sympathy; not to aid them in their hog-killings, their wheat-threshings, ice-gatherings or house-raisings. They tried to force the lawyers, doctors, mechanics and merchants into signing a pledge to refuse every service in their respective lines of activity to these "damnable traitorous hill-billies," whose only offense was persistence in exercising their God-given and constitutionally guaranteed right of managing the fruits of their own labor in such manner as in their judgment seemed best for their individual interests. As the membership grew and feeling became more and more intensified, officers of the State and National Government were seized with the frenzy of the movement and likewise with a burning desire to "catch on" and turn it to their personal advantage. Officers whose sworn duty it was to punish crime, and preserve and uphold the peace, honor and dignity of the State, rushed in tremulous haste to the bi-weekly revivals and in their speeches, under the most transparent of coverings, indicated promises of immunity from punishment or prosecution for the violation of any laws which they might regard as hindering the accomplishment of their purposes.

Nothing in my experience or scattered reading is comparable in intensity and bitterness to the frenzy systematically engendered and developed by the promoters of this movement, save the terrorism of the French revolution. It is a marvel to both friends and foes of it that the "Black Patch" has not been made red with the blood of many victims; and it is not too late yet for such results—in a few districts. The only explanation that occurs to me is that in all their frenzied wrath the privates in this move of retrogression to barbarism retained too much of their former kindheartedness to imbrue their hands of their own volition in their neighbor's blood, and those who have brought about present conditions are without the nerve to head the "procession" in such an undertaking.

What might you expect from such teachings? Intimidation and violence do you say? Certainly not less. Here are some few of its results. They have made enemies of life-long friends, made estrangement in families, schisms and enmities in churches, cliques and feuds among children in the schools and the end is not yet; but there is a future; watch it.

The conducting of a retail cigar store gives to its proprietor a certain dignity which is so of any legitimate business, but few cigarists achieve the distinction conferred by the Cataract Journal, of Niagara Falls, upon Mr. Joseph T. Snyder, who has just opened a new store in that city. The poet who wrote the following of the splendid parlors and emporium, has created a regular ode:

Local smokers will surely find all they need in the splendid parlors of Joseph T. Snyder, "cigarist," at 16 West Falls street. This emporium was opened with due ceremony, last Saturday, as forecasted in the Cataract Journal. Every precaution for the retention of the cigars' virtues is being taken by Mr. Snyder and nothing but first class goods will be handled in his establishment. The store is handsomely fitted up and makes a pleasing lounging room for prospective buyers.

THE TOBACCO TRADE IN PHILADELPHIA.

Business is reported as so-so among the retailers there being a little holiday spurt in trade. The box trade is falling off a bit, but will be made up for before the end of the month if the weather is half decent. Cigar bands are getting to be popular commodities with the retail trade and a few dealers around town are making attractive deals on them with their customers. Some dealers report good sales of tobacco cigarettes which they claim seem to be finding favor with a number of those who formerly smoked paper rolled cigarettes.

L. G. Haeussermann, of L. G. Haeussermann & Sons, is sailing to-day on the Noordam and will attend the Sumatra inscriptions. Mr. Haeussermann will also visit in Stuttgart during his stay abroad and has arranged for a very pleasant trip.

There are rumors floating around the air of a new retailers' association, one that will be so strong the other associations in the country will be unable to match it. Certainly the breath of life seems to have died out of the old one.

The Juan F. Portuondo Cigar Manufacturing Co., of this city, has brought suit against the Vicente Portuondo Co., Charles P. Mullen & Co. and Weinberg & Sokoloff, charging them with placing imitations of the plaintiff's cigars on the market. Counter to this is a suit for damages brought by the Vicente Portuondo Co. against the Juan F. Portuondo Co. which is charged with having attempted to injure the plaintiff's business by making untrue statements to the latter's customers. The Portuondo business was founded by Jos. M. father of Vicente and Juan F., all of whom are dead. The suit brought by the Juan Portuondo Co. will be heard on April 26.

Philadelphia will be very fully represented at the National Leaf Convention at Dayton, O., which begins May 7. Quite a number of members of the local trade other than the regularly appointed delegates have arranged to go and it is now considered probable that the party will leave at 4 o'clock May 6 and arrive in Dayton at 8 o'clock the following morning. A pleasant trip is promised and it is likely that still others will make up their minds to go, between now and the time.

Addison Fowler, of the United States Tobacco Co., manufacturers of the famed Central Union, has returned from an extensive Western trip which netted him a tidy bunch of new customers. It was a very successful trip and the energetic salesman is in the best of humor.

Frank Teller, of Frank Teller & Co., is also just back from a Western selling trip which has nettted good results.

A sale of a quantity of leaf tobacco remaining from the business of Shively, Miller & Co., of Pottstown, was held last Thursday at the auction rooms of Comly & Son, in this city. The tobacco included 1902 Wisconsin binders, 1902 Zimmers, Connecticut wrappers, Sumatra and Florida Sumatra, and brought very fair prices, the Wisconsin binders averaging 18 cents, Zimmers 19, and Florida Sumatra 30. The goods were mostly in small lots.

J. S. Batroff sold to Samuel Velenchik this week the handsome residence 1714 North Seventh street formerly the Sharpless property and the new owner will occupy it about July 1. The price paid was a good one.

Those concerns that have agents at the Amsterdam inscriptions are receiving reports from their representatives of some nice lots of Sumatra purchased.

Arthur Hagan & Co. are working Atlantic City hard on some of the goods they distribute.

There seems to be a tendency around town to cut prices on cigarettes. This will doubtless be temporary as there isn't so much money in handling them to let the dealer take many liberties.

Joseph Colgan, of the Amsterdam Sumatra Co., has returned from a lengthy business trip.

Do You Know

GEORGIA SUMATRA?

If you do not, write us for a sample, and get acquainted with this wonderful Wrapper.

We carry a line of Georgia Sumatra that is as perfect as careful growing and the supervision of Government Experts can make it, and offer the following lots to the trade:

Georgia Sumatra . . . . $2.40 per pound
Rich brown colors, slightly spotted, corresponds with the S. L. 1 marks of Sumatra; superior in burn and yield.

Georgia Sumatra . . . . $2.25 per pound
Plain, rich colors; very great yielder.

Georgia Sumatra . . . . . $2.00 per pound
Plain, brown colors; good yielder.

Georgia Sumatra . . . $1.85 per pound
Yield large, and of a nice appearance.

Georgia Sumatra . . . $1.00 per pound
Spotted, good colors, and, considering the price, enormous yielding tobacco.

Prices correspondingly low on bale lots.

L. G. HAEUSSERMANN & SONS
Importers, Packers, Wholesalers and Retailers of
CIGAR LEAF TOBACCO
No. 240 Arch Street, Philadelphia

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

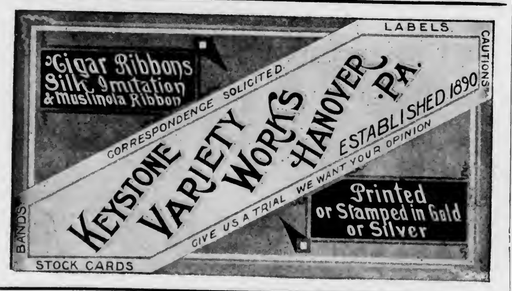
BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.
J. D. LONG & BROS.
OFFICE: 118 Mifflin Street,
Manufacturers of Cigars
FACTORY: Cor. Maple & Plum Av's
LEBANON, PENNA.
A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

FLUCTUATIONS
of the tobacco market
DO NOT AFFECT
the quality of our
NANINE CIGARS
H. S. Hartman, Mfr., Lancaster, Pa.



Always in the Market
THE IONA TOBACCO CO.
Nos. 336--338 North Charlotte Street,
LANCASTER, PA.
Pays the Highest Price for Cigar Cuttings. Cash upon receipt of the goods.

HUB RETAILERS ARE SATISFIED.

Business in Nice Shape Just Now in That City

Boston, April 15.

Business is all that can be expected, retailers seem to be satisfied and yesterday being the day before Easter, many of the retail establishments had extra help employed to better facilitate the waiting upon customers.

The wholesalers are busy and all seem to have their salesmen lay particular stress upon the placing of many brands of their cigars; the cigarette and tobacco end of the business is "cut up" so much that during the past year most of the wholesalers have taken on the agency for various brands of cigars and the profits derived from this end of the business is getting to be quite an item when figured up at the end of the year.

During the past year there have been many violations of the Internal Revenue laws, and U. S. Collector Gill has caused many an arrest and in most cases the offenders were found guilty and punished accordingly. During the past week another case has come before the public. The concern who has suffered the most here is H. Traiser & Co., manufacturers of the well known Pippin cigars, of which more than fifty million are sold annually. Many unscrupulous cigar manufacturers make cheap cigars and stamp them Pippins, which in turn are sold to the unsuspecting public. Traiser & Co. are spending much money to locate these "moonshiners."

Geo. W. Moore and his son, Geo. H., were arrested Tuesday night in Somerville by State Policeman Keating, United States revenue officers and a squad of local police, on the charge of the illegal manufacture and sale of cigars and the unlawful stamping of a trade name on cigars which it is alleged were manufactured by them at their home 59 Wallace street, Somerville, a suburb of Boston. The younger Moore several years ago manufactured cigars at a small store in Davis Square and later became a traveling salesman. The officers claim that father and son manufactured cigars without a license and fraudently stamped them Pippins. It is said this was discovered owing to a defect in the stamp, by an agent of Traiser & Co., manufacturers of the popular Pippins and Harvard cigars. The police confiscated the outfit.

Billy Rosenfeld (Union Leaguer) will leave Boston in a few days to call on his many customers in the Pine Tree State where the Union League cigar is a great seller.

Since his advent in the jobbing business George Melhado is already doing nicely; his retail store at 1939 Washington street is well stocked and has the appearance of a busy one.

N. Brenner's cut price cigar store, 149 Dover street, will be open for business this week.

M. Falk, of the Falk Tobacco Co., New York, spent several days here this week. His brand of crushed plug smoking tobacco Fatoco is taking hold nicely.

Wm. Sweat has purchased the old Dean cigar store, corner Friend and Union streets.

A representative of Durlach Bros., New York, manufacturers of Porto Rican cigars, was here calling on the jobbing trade this week.

J. H. Powers, retailer, who has been in business for the past five years at 14 Bowdoin street, sold his establishment on Thursday to a party from Waltham.

The finest window display in the city of Royal Bengals can be seen at Jaynes' Drug Store, 818 Washington street. It is a very attractive affair. In the back ground are three huge card board tigers in the mouth of each a camera; snap shots are taken frequently of the "lookers on" and a few days afterward the many photos are exhibited in the show window and a free package of Royal Bengals is given to all those whose photos so appear.

The local cigarmakers' union No. 97 contemplate raising the schedule of prices from 50 cents to $1 more per thousand.

Cobb, Aldrich & Co. have been offering this week free a 5 cent package of Bull Durham with every 10 cent can of Continental Cube tobacco, both products of the American Tobacco Co. ALFO

LEAF SITUATION IN CHICAGO

Trade Thinks Effort is Being Made to Corner the Market.

Chicago, April 14.

The discussion anent the tobacco shortage and its possible effect upon some of the dealers and cigar manufacturers is interesting to every tobacco man here at all connected with either of these branches of the trade. It is a topic which forms the subject of conversation whenever tobacco men get together. I called the other day on a well known leaf house, whose principal members had just taken luncheon with several other leaf men.

"I find," said one of the partners, "that not all of our people take a cheerful view of the situation. They seem to believe that large interests are seeking to control the market and are succeeding. They believe that these interests are taking advantage of what would be a natural shortage anyhow, and are buying right and left with a view of forcing small companies engaged in cigar manufacturing and in supplying independent manufacturers, to suspend business; or at any rate, to force prices up to a point where small manufacturers, being unable to get the right goods at fair prices, will have to ask so much more for their goods that competition with them will be easy on the price proposition alone."

It was stated at one leaf house where I called that no less than two or three large lots of choice goods had been sold by regular packers dealing for years with the house because they were offered a too tempting bait by the interests referred to above. The house

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

in, question would have bought these lots, in fact was inquiring about them and expected to secure them as they had in previous years, when, to their surprise and disappointment they received notice that the lots had been sold at a figure much above the market. This same thing, it is said, has happened not alone to one house, but to nearly every house of prominence in Chicago within the last month or two.

The aggressive activity of the interests opposing the independent dealers is such that it is a matter of very serious consideration how to counteract it. These influences react upon the entire independent trade, from manufacturer and leaf man to the wholesaler and the retailer. No other topic here, at any rate, engages such a liberal share of quiet discussion among the men most intimately acquainted with the situation. In my last letter one view of the matter was presented. The foregoing is a less optimistic summary.

Is or is not the National Cigar Stands Company backed by the American Cigar Company? That is the question which is agitating Chicago druggists and one of the questions engaging the interest of retail cigar men. The druggists, whose local association deemed the matter of enough importance to warrant a special meeting this week, decided that the preponderance of probability is in line with the allegation that the Cigar Stands Co. is affiliated with the American Cigar Company. Accordingly, they passed resolutions advising all members of the association not to sign up with the National Cigar Stands Company, and recommending that all druggists push the sale of independent cigars and keep the goods of the alleged trust out of sight. Mr. Silva, manager of the Chicago offices of the National Cigar Stands Company was not present, although invited.

By the way, Col. Terry, who has had charge of the retail and wholesale distribution of the N. C. S. Co. goods, has resigned and expects to arrange for the handling of several well known imported lines in the local market. His successor is F. C. Bloom, a genial and business-like young man, who modestly disclaims the ability to fill the important place occupied by Colonel Terry. The heads of the company are expected to be in Chicago next week to discuss the situation and make such suggestions as may be necessary.

I was talking about the plan of the National Cigar Stands Company not long ago with a man who has canvassed the matter and studied it thoroughly. "It is," he said, "a broad guage scheme without any doubt, and if it works at all, it will be one of the biggest things in the country. The average druggist is easy. This thing looks as if they were getting something for nothing, but they are not; they pay a good long price for all they get, and the company expects to make big money. They aren't in the game to help the poor druggist—not by any means."

One reason why the druggists' association is said to be opposed to the plan is because if it affords any advantages in the sale of cigars, it is exclusive among a certain few in every city and tends to create ill feeling between those who are in the game and those who are out of it.

J. B. Cobb, of the American Cigar Company, was in Chicago this week.

J. M. Preston, one of the best known cigar salesmen in the city, now has Chicago and adjacent territory on the Bachelor and other Victor Thorsch Company brands of T. J. Dunn & Company.

Cameron-Sullivan Co., of Chicago, has been incorporated for $10,000 by J. P. Cameron, D. H. Sullivan and F. Louis to deal in liquors and cigars.

William R. H. Crump, of the well known leaf firm of Crump Bros., returned last week from a business trip to Wisconsin.

Henry Taussig, representing Taussig & Company, leaf tobacco dealers, recently returned from Cincinnati.

M. W. Diffley will begin moving his wholesale and retail stock from the store at Washington and State streets next week. The work will be done and everything out by April 30.

Ed. Berriman, of Berriman Bros., returned some days ago from an Eastern trip. CHI.

Rabell, Costa, Vales & Company
Finest Havana
CIGARS
Sole Purveyors, by Request, to the Royal House of Spain.
This Factory Being Independent is Enabled to Guarantee the Quality of its Products.
Factory, Galiano 98,
Havana, Cuba.
NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

KEEFER'S
CONCENTRATED
Havana Compound
For Spraying Filler
MANUFACTURED BY
John F. Keefer, McSherrystown, Pa.

DIRECTIONS:

Add one part of Keefer's Concentrated Havana Compound to 10 (ten) parts of Cider Vinegar or Claret Wine; mix well and add one part of Spanish Betune. Mix and allow to stand for twenty-four hours, then spray Fillers. Pack twenty-four hours in case, when fillers will be ready for making up.

The Betune and Claret made by the Acme Extract & Chemical Works, Hanover, Pa., will give the best results.

Samples Sent on Receipt of Twenty-five Cents.

Cable Address: "BUCKY" Arnold's Code No. 5

J. M. BUCKNER, JR., & CO.

Leaf Tobacco Dealers, Exporters and Manufacturers

917-921 W. Jefferson St., Louisville, Ky.

Dealers in **Cigar Fillers, Binders and Wrappers**

Manufacturers of AFRICAN and BLACK FAT TOBACCO for export
Packed in Hogsheads and Cases

Correspondence solicited Samples sent on approval

JOS. MENDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 90

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
182 Avenue C, NEW YORK

T. E. BROOKS & CO.
Red Lion, Pa.
Makers of the Celebrated
Gen. York and Havana Sweets Cigars
Standard Two for Five Cents Brands
Sold to the Jobbing and Wholesale Trade only

SOON PLANT IN LANCASTER

Growers' Association Meets and Discusses Crop Conditions in the County

Lancaster, Pa., April 16.

The local leaf tobacco market has had a very quiet week, and no renewed activity is looked for until the new goods are ready for the market; as the packing season is rapidly drawing to a close, dealers will soon begin to turn their attention once again to the selling end. When that time comes it is more than likely to be an active period, but probably of a short duration, because of the great demand for goods. The farmers are also beginning to show signs of activity. Seed beds are being prepared as rapidly as possible, and once again there is indication of a greatly increased acreage this year over 1905.

It is somewhat difficult to describe accurately the actual condition among manufacturers, as reports for the most part are somewhat conflicting; in some sections business is said to be fairly good, while in others things are not encouraging. Notwithstanding this, the internal revenue reports for the month of March showed a remarkable increase in the output of cigars over the same month of 1905.

A. B. Levinite, a cigar manufacturer of this city, who had been confined to his home for seventeen weeks, is able to be about for a short time each day.

Ferd. Loeb, representing Lewis Sylvester & Co., of New York, Havana importers, has been on a business trip in this section recently, and remarked that it has been about fourteen years since he last visited the trade in Lancaster and York.

The Lancaster County Tobacco Growers' Association held a meeting in Lancaster last week, with a fairly good attendance of members. B. Ezra Herr presided and Secretary Geo. Hibsman was also on hand.

President Herr said that a certain agricultural journal asked him to make an estimate of the number of acres of tobacco that were grown in the county last year. They wanted to find whether the enormous figures given out earlier in the season were correct. He said he didn't have statistics to give that estimate, but that it was in the hands of the packers and that he thought he was safe in saying it was not as high as stated. He said the crop was the best ever grown and that there was but little waste from black rot, etc.

About 1,500 to 1,600 pounds to the acre had been the estimate given, but it was believed that was too high and the real estimate was about 1,400 pounds to the acre.

The acreage for the coming year was discussed and the members thought that there would be possibly a fifth more than last year. Some of the members said this was too high to count upon. Others said they knew of many new sheds that were being built in the northern part of the county, and from this they judged the acreage would be slightly larger.

Mr. Greider reported on the 1904 tobacco grown at the government experimental stations at Milton Grove and Cocalico. He said the crop was excellent and that one cigarmaker had been given a pound and three ounces of the stripped tobacco from Cocalico, which he used as wrappers on 803 cigars, four and three-fourths inches in length. The tobacco was shade-grown and the experts say this was as good as the imported goods, except that it was not quite so glossy. Judging from this he said that more wrapper tobacco should be grown in this county. The report from the Milton Grove station was not yet received. For this one firm paid $2.25 per pound.

Mr. Grieder said he thought it would be advisable to form a company to go into the business of growing Sumatra tobacco for wrapper purposes.

T. D. Shertzer has just moved into his new leaf warehouse at 312-318 East Walnut street, and will welcome all his old friends who may call on him.

A. B. Benar, cigar manufacturer of Ephrata, Pa., died at his home in that town last week, at the age of 59 years. He was a veteran of the Civil War, where he achieved a brilliant record in the cavalry service.

YORK TRADE SOMEWHAT DULLER.

Quite a Few Changes are Reported from Mc Sherrystown

York, Pa., April 16, 1906.

Trade with some of the York County cigar manufacturers is becoming a little dull, particularly in the cheaper grades of goods, while from among the manufacturers of the better lines less complaint is heard.

Stein & Bair, who have been engaged in cigar manufacturing at Mechanicsburg, Cumberland Co., contemplate opening a factory in York, and employing a goodly number of hands.

On Saturday week last Peter McGuigan sold at public sale in Red Lion about 8 cases Connecticut binders, 5 cases Seedleaf binders, 5 cases Connecticut wrappers, and 5 cases Wisconsin binders. Good prices were realized.

E. E. Rutler, with the Falk Tobacco Co., New York, visited the trade through Pennsylvania recently and is highly gratified with the way his firm's high grade goods are taking hold here and elsewhere.

A. Kaufman & Bro., cigar box manufacturers, have broken ground for a three-story addition, 42 by 45 feet, to their plant in which they will install new machinery to meet the requirements of their growing business.

Celestina Costella & Co. have just closed an important deal with Austin, Nichols & Co., of New York, by which they will represent them in New York, New Jersey, and Virginia, on the Barrister and other brands of goods.

Ellis Myers, senior member of the firm of Myers Bros., jobbers, who was elected last fall to fill the vacancy in the State Legislature from York, has again returned to business, being fully satisfied with the high honor conferred on him by his friends, he being the youngest man ever elected to the State Legislature. This new jobbing house is growing very rapidly, which, however, is only characteristic of the Myers family.

Geo. W. Conway
DALLASTOWN, PA.
Manufacturer of
Nickel & Medium Price
CIGARS
For Wholesale and Jobbing Trade

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade
Seed & Havana
Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

FRIEDLEY & VOSHARDT,
MANUFACTURERS OF
Architectural Zinc and Copper Ornaments, Art Metal Ceilings Steel and Iron Roofing, Statuary, etc.
SPECIALTIES:
Steel Signs, Galvanized Steel Tanks, Metal Novelties, Copper and Bronze Statuary, Crescent Ventilators.
194--202 Mather Street, CHICAGO, ILL.

Lithographers and Printers
322-326 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
Krueger & Braun
NEW YORK
CIGAR LABELS
IN STOCK AND TO ORDER

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

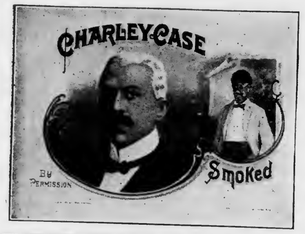
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.



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Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

THE DAISY
Tobacco Cutting Machine

For the Use of
Cigar Manufacturers

The above cut represents the
Improved Greater Daisy Tobacco Cutting Machine

which is the Standard of all the Tobacco Cutting Machines, and is the Original Machine for cutting the tobacco twice in one passage. It will cut the leaf with or without the stem. The Cutters are made of three steel rollers, are well built by skilled workmen only, and it is The Daisy in any cigar factory. The capacity of the large power machine is 2½ to three cases per hour. Apply for prices to

P. E. SHIRK, Manufacturer, Blue Ball, Pa.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

KEYSTONE RESWEATING TOBACCO WORKS,
Largest Plant in the State
Packers and Dealers in
LEAF TOBACCO
226-28-30-31 East Grant Street, LANCASTER, PA.

JACOB BOWMAN & BRO.
Successors to F. H. BARE & SON
We Solicit Your Patronage

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: **Lancaster, Pa.**

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

JAMES ADAIR,
Successor to ADAIR & REIFF.
Packer of and Dealer in
Domestic Leaf Tobacco
Office and Warehouses, YORK, PA.
We Carry a Large Stock of PENNSYLVANIA BROAD LEAF, ZIMMER SPANISH, LITTLE DUTCH and GEBHART.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

C. E. MATTINGLY & CO.

Manufacturers of

High Grade Union Made

5c. Cigars

FOR THE Wholesale Trade Only

Union Chief

Supreme Union

McSherrystown, Pa.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO

CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.

FINE CIGAR LABELS

BANDS & EDGINGS

PRIVATE BRANDS OF ORIGINAL DESIGN

CHICAGO 12 HANDOLPH ST. BRANCHES SAN FRANCISCO 311 BRANNAN ST.

Quite a few changes have taken place in McSherrystown within the past few months. Geo. F. Hemler, formerly with H. J. Roth & Co., has engaged in business for himself under the firm name of Ano-Tero Cigar Company; the McSherrystown Cigar Co. is comfortably housed in a new factory building and business with them is reported good; H. J. Roth & Co. have bought out the stock and fixtures of Neiderman Bros., who were engaged in the cigar business for a period of only a few months.

C. E. Mattingley & Co., also of McSherrystown, are continuing to make good progress on their Chas. Stewart and Union Chief cigars.

A. J. Brady & Sons have a fairly good business, and each succeeding month is finding their goods more thoroughly placed with the jobbing trade throughout the States in which it has been attempted to place their lines.

Chas. E. Miller, the well known manufacturer of the Pure Grit cigar, is shipping more of this product than ever before. Sales are increasing constantly and at a rapid rate.

Chas. H. Busby has just moved his cigar factory from Hanover to McSherrystown.

John D. Yantis, of John D. Yantis & Co., has been on a ten days' business trip through New York State.

The litigation of the Juan F. Portuondo Cigar Manufacturing Co. of Philadelphia, vs. E. H. Neiman, a cigar manufacturer of Thomasville, York Co., has resulted adversely for Mr. Neiman, against whom a permanent injunction has been granted restraining him from using the name of Portuondo in connection with a cigar brand.

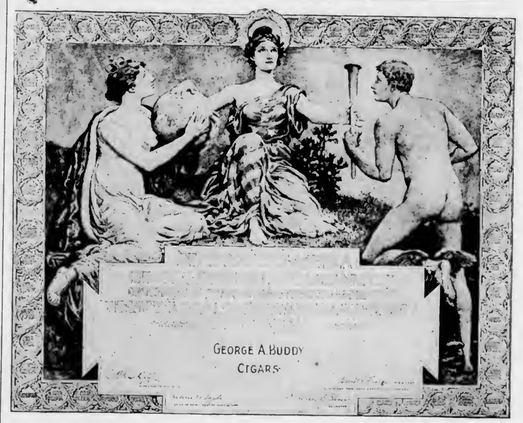
Appraisers of the estate of the late Jacob H. Spatz, of Dallastown, have placed the valuation at about $70,000, of which $53,000 consisted of personal property and the remainder in real estate.

Geo. W. Parr, of Littlestown, Pa., who is one of the largest cigar manufacturers in Adams county, has had a very good business all this year. The Fernside, a Havana filled 5 cent cigar, and his leading brand of the nickel variety, is steadily increasing in sales and a larger territory than ever is now being covered. Mr. Parr makes only goods of the better sort and has eliminated cheap grades entirely.

B. F. Strickler, of Ben Roy, York county, is about to place on the market a new scrap cutting machine which is, it is said by those who have been privileged to see it, a remarkable machine and a great improvement over his previous inventions

STOGIE FACTORY QUITS.

The Springer Tobie Company, which recently started a large factory at Bethesda, O., will quit business. The stock of tobacco and stogies will be disposed of at once. W. A. Springer, of this city, was the manager of the company, and the business was found not as profitable as anticipated.



Diploma of

GEORGE A. BUDDY

Littlestown, Pa.

Manufacturer of

Prize Medal Cigars

Stephen J. Fields—10c.

Lord Bute . . . . .
Edward Hyde . .
Old Homestead .
King Racer . . . .
} 5c.

Samples Cheerfully Furnished to Responsible Houses

E. J. HIMMELBERGER W. J. NOLL

HIMMELBERGER & NOLL

Manufacturers of

High Grade Cigars

Robesonia, Pa.

Factory No. 701, First District of Pennsylvania.

Correspondence with Wholesale and Jobbing Trade Invited.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence solicited.

Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

COLUMBIA STRAIGHT

Medal Awarded for Quality and Workmanship—St. Louis, 1904

A FULL HAVANA FIVE-CENT CIGAR

FRED SCHLAEGER & CO.

Manufacturers

Columbia, Pa.

Retail Trade Direct

W. R. DAUGHERTY & BRO.

Dallastown, Pa.

Manufacturers of

Fine Domestic Cigars

Highest Quality Finest Packages

Wholesale and Jobbing Trade only

Correspondence with Active Houses Invited

HARRY A. SNYDER,

Littlestown, Pa.

Manufacturer of

High Grade Seed and Havana

Cigars

and EL DODIE,

St. Louis World's Fair Prize Winners.

Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.

Fine Union-Made Goods a Specialty.

WANTED!!

Distributors for the Celebrated

GOOD POINTS, HAPPY PHIL and JUAN BAZAN

Combination Filler CIGARS

Samples and Prices Cheerfully Furnished.

BLOCHINGER & CO.

Sole Owners and Manufacturers

Smokers' Favorite Brands. RED LION, PA.

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

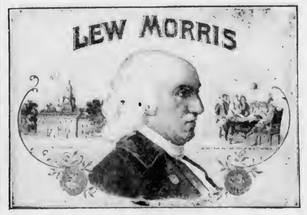
Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.

Specialty: Cigar Shaped Stogies.

WHEN QUALITY COUNTS



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Made in Three Sizes:

LONDRES
CLUB HOUSE
CONCHAS

Write for Samples and particulars

J. G. SHIRK,

Lancaster, Pa

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1873 } 12 S. George St., YORK, PA.

E. G. WILLIS,
Dealer in All Grades of
Domestic, Havana, Florida Sumatra and Sumatra
TOBACCO
29 East Clark Ave. YORK, PA.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
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Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

GROW LEAF AGAIN IN CHESTER CO

Once Profitable Industry Will Be Resumed in That Section

The northern and western sections of Chester county especially that part adjoining Lancaster county, Pa., may again become a district for growing leaf tobacco.

A few years ago the farmers of that part of the county, enjoyed a lucrative industry in growing tobacco, but there came a slump, and one by one they converted their efforts to trucking which gave less trouble for the same amount of profit.

The abandonment of tobacco growing was principally due to the uncertain conditions of the weather, many hail storms of the early spring ruining valuable crops. Those conditions have not occurred for some years now, and a dozen or more of the old hands at tobacco cultivation, will resume. These farmers believe that the once prosperous industry can be revived, if the seasons continue as even as they have in the few years past.

Lancaster city was the market for most of the Chester county grown leaf, and buyers from all parts of the country, especially those handling the lighter stock, would hail with much pleasure the resumption of the Chester county leaf producing business.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Some of the farmers have their tobacco beds sown, but the bulk of them have not sown yet, and I think it just as well, for on the eighth and again on the tenth the ground was covered with snow. Of course it did not last very long, but the storm brought a chill which lasted all day. Not many have even put their seed to sprout yet, but I think they will get their plants as early as though they had it sprouted and sown, for it is the warm weather that germinates seed quickly instead of cold and snow both. Most of the growers have their frames out from storage, and they will conclude the work quickly when the time comes. A good many applied their fertilizer last fall and will only harrow in a very little this spring trusting to the fertility of their beds to carry along the plants to a suitable size to receive a dressing of fish or other commercial fertilizer later in the season.

Our correspondents write:

Bradstreet, Mass.: "Belden Brothers have their tobacco beds sown. Most of the beds in this vicinity need a few days more of sun to get them in shape to sow.

Conway, Mass.: "A few tobacco beds have been sown the past week, and the balance will be sown this week. Most farmers here sow sprouted seed, as it makes ten days or two weeks difference in time of coming up. There is more frost in the beds now than last year on March 20."

North Hatfield, Mass.: "In conversation with one of my neighbors in reference to sowing his tobacco beds, he told me that he had plowed his bed today and had turned out many lumps of frost, and that he did not care to sow his beds before the fourteenth of the month. Most of the beds are too wet and lumpy to sow now, as the ground cannot be made fine. This morning, April 10, is rather disheartening to those who have sown their tobacco beds, or to those intending to sow soon. The snow is three inches deep, with a cold rain. Better have waited a few days."—American Cultivator.

EDGERTON, WIS.

Some warehouse work is still being done at a few packing points and possibly a half dozen firms have yet considerable bundle leaf to be handled that will take from one to four weeks to complete. The packing season, however, closes before much of the leaf warms up and generally speaking the crop has gone into the cases in most excellent condition. More transactions are taking place upon packers' samples this year than usual in the eastern centers, where now the most of the trading is being conducted.

Nothing has developed in local markets in the disposition of cured leaf worthy of mention during the week.

If the present weather conditions continue a good many seed beds will be laid the coming week for which the growers are now making preparations.

Shipments, 500cs.—Tobacco Reporter.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
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NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Imperial Cigar Co.
Home of the 'Two Friends'
Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good
Imperial Cigar Co.
Hanover, Pa.

BOX STRAPPING AND SEALS OF ALL KINDS.
ESPECIALLY ADAPTED FOR THE CIGAR TRADE.
Steel and Wire Box Straps, Flat, Plain, Embossed or Twisted
Also CORNER FASTENERS and LEAD SEALS.
Standard Metal Strap Co., 336-342 East 38th St., New York.

Special Designs
Engraving Embossing
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MAKER OF
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Telephone
SOUDERTON, PA.
Private Designs a Specialty
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Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

The Globe Cigar Co.
Manufacturers of
Seed & Havana Cigars
For Jobbing Trade only
Ephrata, Pa

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

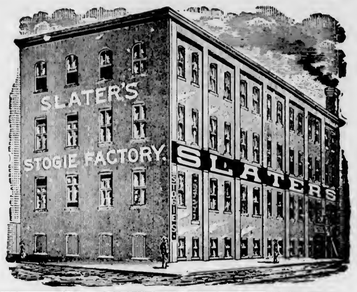
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2 707 Ohio St., Allegheny, Pa.

GEO. STEUERNAGLE,
Manufacturer of
THE CELEBRATED
Pittsburg Stogies

Goods sold direct to Jobbers and Dealers
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EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS,
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars.
Guaranteed to be the Strongest and Best.
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

Business Changes, Fires, Etc.

Arkansas.

Fort Smith.—Cole & Rogers, cigars, stock sold under execution.——J. McMahon, cigars, sold out.

Illinois.

Chicago.—Berolzheim & Kaskel, cigars, sold out.——John J. Cummings Co., not inc., cigar manufacturers, succeeded by McGuire-Cummings Mfg. Co.——Louis Schjold, cigars, etc., out of business.

Decatur.—John Weigand, cigars, petition in bankruptcy.

Macon.—John Weigand, cigars, petition in bankruptcy.

Indiana.

Fort Wayne.—Howard Monroe, cigars, chattel mortgage, $500.

Milford.—Franklin Peffley, cigars, etc., chattel mortgage, $125.

Iowa.

Boone.—Benj. F. Johnson, cigars, sold out.

Rock Rapids.—Campbell & Parsons, cigar manufacturers, succeeded by F. L. Nichols.

Maryland.

Baltimore.—Perlman Bros. & Co., importers and wholesale leaf tobacco, succeeded by Joseph Perlman.

Massachusetts.

North Adams.—Henry Onelette, tobacco, chattel mortgage, $475.

Minnesota.

Minneapolis.—Fox & Harris Co., wholesale and retail cigars, filed articles of incorporation; capital stock, $50,000.

New York.

Albany.—Dearstine & Dyer, tobacco, and cigar manufacturer, succeeded by Chester D. Dyer.

New York City.—Oscar L. Gabriel, retail cigars, advertised for sale.——M. Josephson & Co., cigars, damaged by fire.

Ohio.

Findlay.—Crites & Hurd, cigars, tobacco, etc., sued, $130.

Napoleon.—George C. Shoemaker, cigar manufacturer, deed, $225.

Toledo.—A. J. Seifert, cigar manufacturer, deed, $350.

Pennsylvania.

St. Clair.—John H. Betz, cigars and tobacco, satisfied real estate mtge, $500

Rhode Island.

East Greenwich.—James B. Barber, formerly cigars, bankruptcy.

Texas.

Sherman.—C. H. Moody, cigars, etc., chattel mortgage, $650.

Utah.

Eureka.—J. W. Hurd, cigars, etc., sold to Francis Hansen.

Washington.

Spokane.—C. H. Voss & Co., cigars, burned out.

Sprague.—G. W. Thompson, cigars and confectionery, sold to W. C. Dunning.

Wisconsin.

Edgerton.—Conway & Hubbell, tobacco, dissolved.

Milwaukee.—Wm. Graf & Sons Co., cigar manufacturers, Wm. Graf, President, dead.

PATENTS RELATING to TOBACCO, Etc.

817,254 Cigar bunching machine; Alfred S. Koch, Lancaster, Pa.

817,493 Cigar rolling table and wrapper cutter; Bernard Liberman, Philadelphia, Pa.

817,379 Smoking pipe; Gustaf L. Lundin, East Boston, Mass.

817,209 Machine for making pipes; Harry A. Williams, Akron, O.

817,354 Machine for loosening cut-up tobacco; Jakob Wojciechowski, Warsaw, Russia.

GUSTAV WERNER,
Steam Cigar Box Factory
260-62 N. LAWRENCE ST.
Philadelphia, Pa.
Dealer in
CIGARMAKERS SUPPLIES
Special designs for Cigar Box Labels furnished on application. First Class Work and Prompt Delivery Guaranteed.
WEEKLY CAPACITY 20,000 BOXES.
Phone Connection.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

Phones: Keystone, Main 273; Bell, Market 234
WILLIAM MEYER
206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
Steam Packing Box Maker
CARPENTER WORK
SHELVES and FIXTURES a Specialty
Jobbing in all its Branches

JAMES A. ALLEN
Stencils, Metal Checks
All Kinds of
Rubber Stamps, Etc.
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COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

We're Tobacco Doctors We'll Prescribe for Yours

Cuban Betune—
Best we ever saw. Just what the Cuban uses for that desirable sourish effect

Gum Tragacanth—
Can supply this to manufacturers at importers' prices. Let us send samples and figures.

Havana Tobacco Ferment

Merely Flavoring Your Tobacco
does not destroy the foreign and objectionable matter found in heavy, gummy tobaccos—nor does it give you satisfactory results.

You Must Destroy
and remove all this rankness and coarseness—and yet you do not want to destroy the leaf itself. You wish the **Pure** leaf for your cigars.

Havana Tobacco Ferment Does This:
It acts chemically on all foreign pigments and gums.
Thoroughly Destroys and Removes All Undesirable Elements.
It gives you the **Pure Leaf** and **Best Part** of it.
It gives a thoroughly clean leaf.

Then Use Any Flavor You Wish,
and you will have as fine a cigar as can be produced by any domestic or foreign tobacco. Each cigar that you sell, made of tobacco thus treated, means a satisfied customer who will buy your cigars exclusively.

Havanallin—
It's a Natural Havana Cigar Flavor. Something we've made a specialty of. No better made.

Cuban Licorice—
CASING WINE—is no longer an experiment. You need ours to increase your trade.

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EDWIN G. ECKERT, Proprietor J. L. HOLLAND, York, Pa., Special Representative
HANOVER, PENNA.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Le Droit Building, WASHINGTON, D. C.
CORRESPONDENCE SOLICITED

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
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Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
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Maker of High Grade Cigars. No Salesmen. Communicate with Factory.

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Established in 1881. Vol. XXVI., No. 17. | PHILADELPHIA and NEW YORK, APRIL 25, 1906. | One Dollar per Annum. Payable in Advance.

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•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

It will pay you to look over our stock of 2000 Bales
NEW
SUMATRA TOBACCO
H. DUYS & CO., 170 Water Street, NEW YORK
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Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

A Clean as the food you Eat
Vesper CIGAR

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.

CHALLENGES COMPARISON.
White Knight
5-cent Cigar
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS
Makers of
Hollard's Premiers
Franklin Club
Luxury
and NUMEROUS PRIVATE BRANDS
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W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S.
Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo
CIGAR MF'G CO.
PHILADELPHIA
Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke
CAMELA
5c. CIGARS
Made by
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Folding Paper Boxes
For Packing
Cigars....
Cigarettes
Clippings
Edwards Folding Box Co.
16 & 18 North Fifth Street,
501 & 503 Commerce St., Philada.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

ALL DEPENDS ON NEXT CROP.

Should it Fail Manufacturers Would be in Desperate Position.

New York, April 21.

"Should the next domestic tobacco crop fail, then most assuredly, the cigar manufacturing industry would find itself in a very desperate position," is how a man well versed in the affairs of the leaf market expressed himself.

"There is as yet, however, no call for worry; the supp.ies of both domestic and foreign tobaccos now in hand are sufficient to last the year, and in addition Pennsylvania, Ohio. Wisconsin and New York hope this year for the biggest crops on record.

"Prices are high and will certainly remain so for another year at least. The better grades of domestic tobacco are at least 40 per cent above the values ruling in normal times (if the term can be accurately applied to so fluctuating a commodity as tobacco), while the lower grades run all the way from 100 to 200 per cent above quotations of average years.

"This condition is due to the partial failure of the last crop, caused by excessive rains all through the northern tobacco belt, and to 'pole sweat' injuries, the latter reducing the supply in some sections by fully 30 per cent.

"The reports that have been circulated regarding a corner in tobacco are all moonshine; there is nothing whatever in it. The present situation is due to natural causes alone—chief among which is the ever increasing production of cigars and tobaccos. The growth in the latter branch of the industry has been a veritable godsend alike to the farmer, the leaf dealer and the cigar manufacturer; it has caused a demand for the refuse, scraps and waste products of raw tobacco.

"Such stuff in past years was either thrown away as waste or was sold for a cent or so per pound; today it brings as high as 23 cents. This stuff, it is said, goes mainly into the manufacture of cheap smoking and chewing tobaccos. Hence, if leaf houses are not doing a very heavy business today they, like other branches of the tobacco industry, have had their wind-falls and have little to complain of. Actually the jobbers are the only people who have any grounds for grumbling, and they only because they did not see far enough ahead and lay in larger supplies in time."

TRUST WILL ENTER DES MOINES.

Said to be After the Principal Drug Store and Hotel Cigar Stands.

Des Moines, Ia., April 20.

It is understood that a concerted effort is being made in this city by the American Tobacco Co. to secure control of the drug store and hotel stands in Des Moines. Representatives of the company have been in Des Moines during the last few weeks. The company is not only planning to buy up cigar factories, but cigar stores and stands.

Recently these people have entered Minneapolis and are opening up there. They have obtained control of the National Cigar Stands Company, a trust proposition for drug stores only, operated by the United Drug Company but owned by the American Tobacco Company. It is believed to be only a matter of time until they will be operating in Des Moines.

It is said that the "pool" agreement between the several concerns composing the United States manufacturers has expired by limitation, and the various individual members are now at liberty to dispose of their stock, should they so desire. The preferred stock is said to have been increased from $2,000,000 to $5,000,000, and the common stock from $5,000,000 to $10,000,000. A good portion of this preferred stock has been secured by the American Tobacco Company.

There is a gradual stiffening up in prices of cigars noticeable at the local cigar stands. Some of the favorite brands are disappearing and the cheaper as well as the higher priced cigars are advancing so that the retailer, if he has not already done so, will be raising the prices soon.

PENNA GROWERS WANTED.

Gen. Mgr. Turk Asks Them to Exhibit at Tobacco Exposition.

New York, April 20.

One of the busiest men in this city is William B. Turk, general manager of the Tobacco Trades Exposition, which will be held in Madison Square Garden in September. As the plans develop Manager Turk's task grows heavier, but he is wiling to put up with the great amount of work entailed on account of the bright success promised.

It now seems an assured fact that the Exposition will rank with the Automobile, and Sportsmans shows. Tobacco growers have taken quite an interest and will have some very fine specimens of the leaf on exhibition. Prizes will be awarded to tobacco growers for tobacco in its different classes.

Manager Turk says: "We want the Pennsylvania tobacco grower to come in and exhibit their leaf in the large concert hall which has been set aside for the leaf exhibit. Growers will send their tobacco for the exhibition in no less than 5 pound lots. Competent judges will award the prizes and the grower is charged nothing to exhibit his leaf.

2,000 BALES OF NEW SUMATRA.

The well known firm of H. Duys & Co., of 170 Water street, New York, has a stock of 2,000 bales of the new Sumatra for their customers' inspection and invites an examination on the part of any who need Sumatra. The reasonable prices asked will make such a visit pay any buyer.

IN HONOR OF DR. LYTE

Through a regrettable error of compositor or proof reader the article describing "Our Principal" the new label of J. W. Brenneman, of Lancaster, was made to say that the brand was named in honor of Prof. Lytle, principal of the Millersville State Normal School. This gentleman is such a well known man that many would know anyhow that the name should have been Prof. Lyte. It is unfortunate that it occurred, however.

HAVANA TOBACCO IN 1905.

"El Tabaco" Compares Figures for Last Year With Those of 1904.

The Cuban review, El Tabaco, the official organ of the "Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba," publishes the following general summary of the exportation of tobacco from the port of Havana and the production of leaf tobacco, by localities, for the calendar year 1905, comparing it with 1904:

	1905 bales	1904 bales
Leaf tobacco exported	317,087	250,638
Increase in 1905, 66,449.		
Manufactured Tobacco.		
Cigars exported	227,028,521	217,645,082
Increase in 1905, 9,383,439		
Cigarettes pkges exported	11,829,076	18,456,877
Decrease in 1905, 6,627,801.		
Cut tobacco exported (lbs)...	263,093	253,073
Increase in 1905, 10,020.		

Leaf Tobacco Produced.

Locality of production	—Bales— 1904	1905	Inc. or Dec. in 1905 as compared with '04
Vuelta Abajo, or f'm Consolac'n del Sur to Remates de Guana (Pinar del Rio).....	244,909	269,661	24,752
Semi Vuelta, from Candelaria to Herradura.....	22,402	25,704	3,302
Partidos, f'm Havana to Artemisia...	62,077	52,727	d9,350
Matanzas...	334	363	29
Remedios or Villas.....	84,616	119,998	35,382
Puerto Princ.	896	67	d829
Santiago	657	5,097	4,440
Total	415,891	473,617	*57,726

*Net Increase.

QUIETING IN WISCONSIN.

Warehouses About Through—New Seed Beds Being Laid.

Janesville, Wis., April 20.

A little warehouse work is still being done at a few packing points and possibly a half dozen firms have yet more or less bundle leaf to be handled that will take two or three weeks to complete.

The packing season, however, closes before much of the leaf warms up and generally speaking the crop has gone into the cases in most excellent condition. More transactions are taking place upon packer's samples this year than usual in the eastern centers, where now the most of the trading is being conducted.

Quite a number of seed beds are being laid on account of the favorable weather and others will follow rapidly. Nothing new has developed in this market in the disposition of cured leaf.

PROVIDENCE CIGAR MFR. DEAD.

Eugene J. Durocher, a well known cigar manufacturer, who had been engaged in business with his brother at the corner of Ford and Messer streets, Providence, R. I., died at his home. While it was known that his condition was precarious, the fatal termination came as a shock to his many friends. He was a member of Providence Aerie, Fraternal Order of Eagles. He was 37 years old.

BETTER THAN SINCE CIVIL WAR.

English Trade Very Active Since the American Invasion.

The London Times reports the most active period in the tobacco trade in England since the civil war in the United States. It says:

"For a considerable time past it has been increasingly apparent, to those who had the eyes to see, that the available supply of good marketable American leaf and strips was not so large as the circumstances of the trade demanded, and that the prospect was for a still further contraction rather than an expansion. During the past few years the consumption of tobacco has been steadily increasing, the total of 83,592,000 pounds in 1903 having increased to 85,502,000 pounds in 1904, and to 88,689,000 pounds in 1905. For the same years the total imports were 88,995,000 pounds, 110,996,000 pounds, and 87,152,000 pounds. Taking the imports of unmanufactured tobacco from the United States alone, we find the figures to be as follows: 1903, 73,625,504 pounds; 1904, 94,575,597 pounds; 1905, 72,949,619 pounds.

"The imports from the main source of the leaf do not, therefore, show the steady increase which might have been expected from the great increase in the consumption, and thus it is not surprising to find that the stocks in bonded warehouses at the end of December were 3,402,000 pounds down, as compared with the same date in 1903.

"Since the American invasion leading to the formation of the Imperial Tobacco Company, which includes many of the leading manufacturers of England and Scotland, the conditions prevailing in the tobacco trade have undergone considerable change. The independent firms, with possibly one exception, are more or less at the mercy of the great British combination, with its huge share and loan capital, amounting to $87,725,000. It is generally accepted in well-informed trade circles that there are certain to be higher prices for tobacco during the next two or three years."

GUSTAV GIESKE DEAD.

Senior Member of Baltimore Leaf Firm of Gieske & Niemann

Baltimore, Md., April 21.

Gustav Gieske, aged 70 years, senior member of the firm of Gieske & Niemann, leaf tobacco dealers, 204 South Charles street, died at his home, Waldeck, Catonsville. Mr. Gieske was taken ill shortly after last Thanksgiving Day, and while he had been ailing since that time, he had only ceased attending to business about three weeks ago. He was a native of Oldenburg, Germany, but for the past 55 years had been a resident of this city. The deceased is survived by a widow, a daughter, and four sons.

Mr. Gieske was prominent in the German societies and affairs of Baltimore. He was a charter member of the Germania Maennerchor and a member of the German Club and the German Society of Baltimore. He was also a member of the local Board of Trade, a director of the Western Bank and a director of the Eutaw Savings Bank.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

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FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

K. STRAUS A. LOEB

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IMPORTERS OF

301 & 303 NORTH 3rd ST.

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LABE JACOB LABE SIDNEY C.

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in **LEAF TOBACCO**

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PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

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GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

The Old Salesman's Musings.

A BUSINESS TONIC

As some great poet, whose name I forget, remarked:

"Spring has came,
Smelling sweet;
Bless its name,
With joy we greet
Spring."

A beautiful little sentiment and one which ought to echo far and wide. I can't help feeling gladsome, in spite of myself, when I smell the green things coming on, as a young gentleman once remarked to me in the New York Tenderloin, and I think everyone else should give themselves up to the atmosphere.

Spring, glorious spring, time of poetry and hair cuts of arbutus and sniffy noses! It is Dame Nature's season of promise and most of us need it once a year to cheer us up and convince us that there have been worse times.

This season of the year ought to be a valuable one to the business man for he can breathe it in as a tonic to make him sanguine. I have always possessed the happy faculty of being able to buoy myself up after April has set in, simply by allowing my soul to invite the season.

All you have to do is to drink it in (not out of a May wine tumbler, though) and feel willing to become hopeful. You'll find the moral effect is tremendous, and worth dollars and cents to you.

Nearly every man has his occasional fits of depression during which he thinks everything is going wrong, and each man casts about until he discovers the particular remedy for his case. Speaking of May wine reminds me of a manufacturer I know who once in a while has spells of the worst kind of blues. His remedy is to go out and get blind sloshed. His system isn't used to such treatment and his sufferings during the process of sobering up are pretty fierce. But he convalesces from the blues as well as the booze. He contemplates his own wretched personality, reflects on his disreputable and erratic movements of the last few days and then exorcises his blues by the grateful and reverent remark: "Thank God I ain't a drunkard, anyhow."

It's a sort of "cheer up, the worst is yet to come," spirit and it isn't such a bad remedy at that. But at this season of the year, you don't have to adopt such heroic measures; as I said, all that is necessary is to give the season a chance on you.

I always made it a point, on the road to get hold of a bright cheerful looking spring outfit even if I had to steal it. I looked typical of the season and I sailed blithely into my customers' places like some gay omen of hope and prosperity.

They made cracks at me more than a few times, but I came back good and strong. I remember one perfect May day years ago when I sauntered out of the sunlight into a dusky office and found one of my best customers bending over his books, worrying and fretting because he couldn't see his way clear about something.

He had on a musty suit that looked shabby through careless wearing, his face was seamed with worry and frowns and he had forgotten to get shaved that morning. He looked up and saw me standing there like a winsome Easter egg, in sharp contrast to him and his office. He sneered.

"Business must be good," he snapped. I smiled and after uneasily pawing over a page of his ledger he looked at me again.

"Yes, you must be doing very well," he snarled. "You look as if prosperity had hit you in the head so hard it nearly knocked your brains out. I can't afford to support a high priced tailor and then loaf around looking like a cross between a floor walker and an advertisement. I have to work to make enough money to pay your house so they can keep you in cash."

He turned back to his books again, and I saw he wasn't really mad but just feeling out of sorts.

"How do you know I'm doing a lot of business?" I asked him.

"Because your air of prosperity is fairly insolent," was the quick answer. "Anybody with half an eye could see that you had made a killing somewhere

(Concluded on page 7.)

The Red Devil

always pays

highest price for

First-class

Cuttings and Strips

Send sample

The Red Devil

Cincinnati, Ohio

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U. S. A.

Sole Owners and Manufacturers.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

PRIVATE BRANDS OF SMOKING TOBACCO

THERE is no class of goods on which a retailer can get a following quicker than on smoking tobacco. The consumer who uses this commodity usually has pronounced tastes, knows what he wants, rejects all else, and sticks to his choice through thick and thin. It is surprising that more dealers who have a steady trade, don't secure private brands of smoking tobacco just as they are so eager to do on cigars.

Nearly every dealer who sells much of this class of goods will testify that there are a lot of complaints from customers, who will kick because the tobacco doesn't run even, has rank streaks, because of short packages or for a number of other reasons. There may be no very positive ground for these complaints, but it is a fact that some of the brands manufactured in the greatest quantities are bound to run more or less uneven. A dealer ought to be able to secure a private brand for his own trade which he could keep uniform and which would net him a fair profit.

It appears that the consumers in London are becoming dissatisfied with the grade of tobacco being offered them and are voicing their criticism in the papers. According to the Tobacco Weekly Journal, some alleged that the tobacco has of late become vastly inferior, that the smoker pays for costly advertising and gaudy wrappers, and gets too often a tobacco which is hot and rank and unwholesome.

The Journal says the smokers may have been too critical and unjust but thinks the complaints may do some good. It says: "When the recent moisture limit was extended by the Revenue, there was a temptation to go as far as it allowed, with the result that in some cases manufacturers did themselves an injury by packeting a tobacco which was damp and hard to light, and which burned rank and hot and annoyed the smoker. For all the trifling gain to the manufacturer of this mixture, the loss may have been very great, and it may be hoped that those who have due regard for their public will shrink from the suspicion of producing a packet tobacco that the smoker who does not understand what is wrong condemns as inferior."

Then regarding the retailer's responsibility: "But the retailer should be careful to know himself, if he can, what his customer's taste is, and what is the character of the packet he is selling him. In the long history of the trade, it is perhaps safe to say that the smoker never got better value for his money than he has done since packet tobacco came to be the rule—and never was the general average of quality so high. The new blends and advertised brands have become so very numerous that the wonder is, considering how tastes differ, that complaints are not oftener made by the disgusted smoker who has got the wrong brand. Another cause, we venture to think, of these complaints of deteriorated packet tobacco, is the mistaken notion which the average smoker has that the ideal tobacco must have a nice light golden color. The fallacy about the color of cigars is a great trouble to the manufacturer. It is almost equally a trouble to the manufacturer of packet tobacco, who, in the desire to please the eye, may give the smoker a thing which does not suit his taste. The retailer is responsible to some extent for this notion, that the best tobaccos are light in color, and he too often encourages the smoker to choose the light color which, apart altogether from quality, is most likely to be too hot to be agreeable. Before recommending any packet tobacco—no matter what its label or how it is advertised—the conscientious and intelligent trader will test it for himself, and by experimenting with his loose tobaccos he will be able to demonstrate to complaining or "faddy" customers that the tobacco which has not pleased him is not inferior, but smokes hot because it is too light in color, and has been blended with more regard to appearance than to taste. Of course, many comlaints such as those of deteriorated packet tobacco are due to the smoker himself being off color more than the tobacco is, and biliousness or a cold may be the real cause of the rank or hot smoke."

But if he is going to experiment with all the principal brands of tobacco for the sake of his customers, he might as well try to earn some of the results himself by applying his knowledge to the manufacture of private brands of a character which he has learned will please his customer.

* * *

LIGHT THE GOODS, NOT THE STREET

AN expert on window trimming says that hundreds of fine show windows are spoiled by being lighted wrong, not only at night but in the day time, too. "Some dealers," he says, "seem to think that the idea is at night to get all the light they can to shine out of the windows on the street, so that every one going by will say, 'My, what a bright light!'

"That's all right if you want people to remember your store simply as the store with the bright light, but if you are to sell the goods, the goods are what you want to show. The goods themselves have to be the atttraction. If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods."

* * *

AN English patent cigar, invented by Henry J. Nathan, is being offered to the London trade. The cigar has been designed to obviate the necessity of cutting or biting off the end, to prevent the nicotine from entering the mouth, to ensure cool, free and easy smoking, and to enable the smoker to consume the cigar practically to the end; at the same time permits of the cigar being held (if the smoker deems fit) tightly between the teeth, without injury to the cigar or causing any jagged end. These desirable objects are most successfully accomplished by the insertion of a small tube or quill at the end of the cigar, the upper half of which contains wool or some other absorbent material; the tube has a dent in the centre, preventing the wool, which has absorbed the nicotine, from entering the mouth.

* * *

OPPOSITE VIEWS OF IT.

THE following letter from a Newark clerk is a rather pathetic plea and if the writer's description of his employer is a faithful one, the editor of this page can't suggest any remedy except to get a new employer, or else submit to the inevitable. Perhaps the situation might be helped if the clerk were not so steadily conscious of his own appearance as he seems to be.

Newark, N. J., April 19.

Editor Tobacco World:

I read an article in your interesting paper two weeks ago called "Hurrah for the Dude," and I think it is very sensible. If more employers would go by it, things would be a good deal better both for them and their clerks.

But they don't and I want to ask you how you would act in my place? I am 20 years old and while I don't think I am any ways "sissy" I have always liked to keep myself neat. I don't buy anything extravagant because I have to help my parents but I buy as nice clothes as I can and my mother enjoys seeing that I have plenty of clean clothes.

Now my boss is a man just the opposite. He always looks careless no matter what he has on and from his actions I believe he takes pride in not taking any pains with himself. His clothes are often really shabby.

He is the same way about the store and while I guess he is a good enough business man, he don't seem to care much if the place looks dirty and things are left lay around. I clean up around a good deal more than I have to and I don't even get thanked for it because he don't much care whether I do it or not. You can't stay clean yourself in the midst of a muss though, and so I try to keep things fixed up.

Now about what I wanted to ask you. Sometime ago I asked my boss for more money and he turned me own. He said I was a good deal better dressed than he was and all that I was anxious to get more money for was to buy a lot more truck that I didn't need. He said that he had become a successful business man by hard work and not by worrying about how much money he had to spend on clothes, and that if I would pay a little more attention to my work I would soon be able to ask for a raise with better grace. He said he could get lots of boys who would be satisfied with my wages.

The last thing he said may be true because I believe there are lots of them who are willing to work for almost nothing, but what he said about my work was just to get out of giving me what I asked. I am attentive, and I guess it don't hurt to have one man around the place who cares whether he looks like a scarecrow or a gentleman. Now would you stay in this place or try to find one more like the one described in the Tobacco World? If an employer isn't at all in sympathy with his clerk, how can he expect the clerk to be in sympathy with him. I want to do the right thing but I would like to have some encouragement. What do you think about it?

Yours respectfully,

PERPLEXED CLERK

Curiously, in a later mail came a letter inspired by the same article, this time from a retailer and employer. Naturally, he looks at the question from a different view point.

Philadelphia, April 20.

Editor Tobacco World:

I was particularly interested in the article by your wise "Old Salesman" on the dude clerk, a week or so ago because it treats of a situation I have right in my own store. I employ two clerks, and with one of them I have no fault to find. He has been with me a good while is a relation of my wife's and needn't enter into this question at all.

The other is a young man to whom I pay very fair wages. I have never been stingy in the matter of my expenses, as my trade is with a good class of people and I take pride in having my store and everything about it look smart and up to date.

I engaged this clerk I am speaking of because he had a good appearance as much as anything else, and I thought he would be ornamental as well as useful. He has been ornamental, all right, but not very useful. He thinks of clothes, clothes, clothes, and it is the hardest thing in the world to get him away from a certain part of the store where there is a looking-glass.

His friends will come in once in a while, and more than once I have overheard a lot of talk that sounded like a conversation between a couple of dressmakers.

Now I could stand that part of it, for, as the dealer said in the old salesman's article, I don't mind a clerk's taking a little of my time if necessary to improve his appearance, but it seems to hinder instead of help, this fellow. If I want him to do anything that savors of dirty work, instead of being willing to do it for the sake of having things looking nice and clean, he isn't willing to do it because it may spoil his immaculate appearance a little.

I've kept him on because of a hope that he might get over it, but I haven't got money enough to support a dude who is too much of a dude to do any work. I believe in the dude theory all right but in extreme cases it certainly doesn't seem to work out.

Yours truly, AN EMPLOYER.

The most sensible course in a case of this kind, would be to have a frank talk with the band box clerk, the sort of talk he could not possibly misunderstand. If this had the proper effect, well and good, if it didn't it would be best to get rid of the man at once. His is probably an extreme case, anyway.

Le Radium Perpetual Cigar Lighter

(Imported from France)

A Great Boon to Smokers

Cheaper and Safer than Matches

Surely Less Trouble

Resists Strongest Wind

54,000 Sold in Montreal, Canada

THIS useful French novelty consists of a metal vest pocket tube containing a platinum compound which, when exposed to the air, becomes incandescent and produces a strong flame.
Remove the cap and there instantly appears a steady flame which will light cigars, cigarettes, lamps, gas jets, will kindle fires, or light the way in the dark. When the cap is replaced the flame is extinguished.

NO MANIPULATION. NO ADJUSTING.

This self-firing pocket lighter is absolutely safe. Will not ignite unless the cap is removed and the platinum exposed to the air. With ordinary care is practically indestructible.
A great convenience to autoists, canoeists, yachtsmen, etc. Is water-tight, and operates faultlessly in rain, snow or strong wind. Price, complete, postpaid,

FIFTY CENTS EACH.

(If not as represented, return it, and we will cheerfully refund your money.)

AGENTS AND DEALERS WANTED EVERYWHERE.

We make a most liberal proposition to agents and merchants who sell **Le Radium Lighter.** Correspondence solicited.

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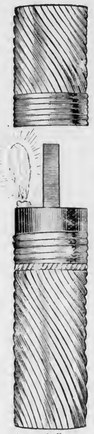


Actual Size.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

and were having hard work to conceal your joy."

"Anybody with half an eye is likely to see things wrong," I returned. "You assume that I am prosperous because I look it, whereas that is no proof at all. I don't say I am not but I do say that if I were, you wouldn't know the difference. Now I'll give you a little advice which you know is well meant.

"I know enough about your business to feel certain that it is on a solid foundation and that there is no important reason for you to worry. In this case I go by what I know, and not by appearances. If I did that I wouldn't have reached any such conclusion, for anybody at all coming in here and absorbing the dismal atmosphere would at once get the notion that you were on the verge of failure.

"It is important for a business man to exude the odor of prosperity no matter what is his real smell. The human mind is willing to arrive at conclusions without going through complicated processes and it will nearly always give judgment on a prima facie case. Thus: It is spring, I look cheerful and contented, my appearance indicates prosperity; I am prosperous. It is spring, you look gloomy, your appearance indicates lack of care; you are up against it.

"It is not quite true that "what is not known does not exist," but it's near enough to the truth to pay considerable attention to. If you are up against it and don't look it, people will be a good deal longer finding it out, and it may make so much difference that they will never have to find it out. On the contrary, if you are really fairly prosperous, and convey the impression that you are worrying about something, people will be prompt to accept you accordingly. Go spruce up, take a day out in the spring air, go at those books again with a smile, and you'll notice a great difference."

I discovered that I had interested my best customer hugely, and that he was almost chuckling over the impudence, as he called it, of my theory.

"Have you had lunch?" he asked.

I hadn't and he intimated that it was because I hadn't the price. "I know now, you see, that those glad duds are only a bluff," he said, and marched me out to a swell cafe.

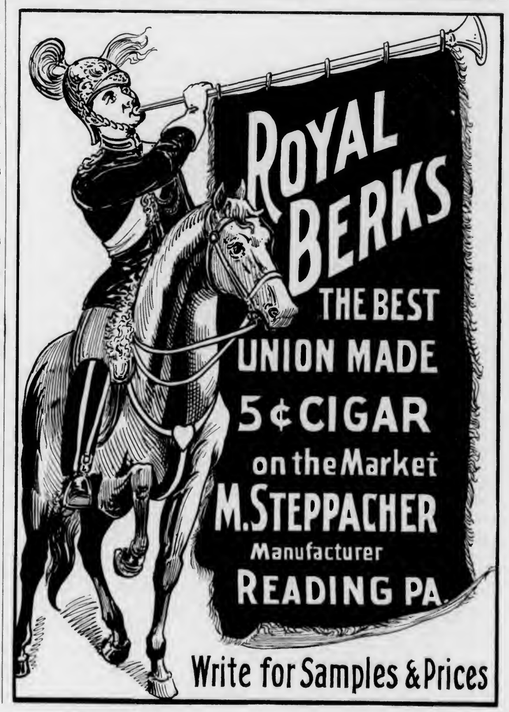
He admitted, however, that there might be a lot in what I'd said, and I know by what I saw afterwards that he profited by it. What's more, I believe I've done more than one man a lot of good by talking a brace into him.

I know a doctor who is a great encourager by his conversation so that he has a big list of chronic invalids for patients, who come around at periods for a good heart to heart talk which acts as a verbal tonic.

Induce a man to throw a happy bluff and he gets so interested in and used to the part that it finally ceases to be a bluff. It is indisputable that a man can do more and better work when he is hopeful than when he isn't, so the moral effect of the bluff is valuable.

And it takes a pretty poor stick of a man who can't muster up heart enough to give three cheers for himself when the gleesome springtime has arrived.

THE OLD SALESMAN.



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Leaf Tobacco

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154 NORTH THIRD STREET, PHILADELPHIA.

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Importers and Packers of and Dealers in

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Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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Force Sweated Tops and Fillers ready for market. Write for prices.

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LARGEST RETAILERS IN PENNSYLVANIA

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R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NOT MUCH ACTIVITY IN HAVANA.

Religious Holidays and the Strike Retard Business Some, Although the Latter is Practically a Fiasco. Moderate Movement of a Few Lots of Old Tobacco.

(Special Correspondence of The Tobacco World.)

Havana, April 16, 1906.

The week has been interrupted by the traditional holidays of Holy Week, which, notwithstanding that the Republic of Cuba does not recognize church feast days, are generally observed by all Spanish houses as well as by the few Cuban ones, as old customs do not seem to die out quickly.

The strike of the motormen and conductors of the Havana Electric Co., (altho gh never very acute) which the labor agitators here tried to turn into a general strike, has hindered business to some extent, but as far as a general strike, has proved to be a fiasco. Quite a number of the factories have suffered, as most of their cigarmakers went on a sympathetic strike for four days, while the cartmen did not even stop work for an entire day, and in most of the other trades only the workmen of a few establishments laid down their occupations temporarily.

However on Saturday last the failure of the general strike was admitted and normal conditions prevailed once more. The only sufferers have been the laborers themselves.

The movement in the tobacco market has been only very moderate, and consisted principally of a few lots of old tobacco as well as of a sprinkling of the new crop. Up to now there is no change in prices, and the holders show no inclination to reduce their asking.

As far as the new crop is concerned the arrivals from the country are beginning to increase from week to week, but it is still too early to form any opinion as regards this year's growth from the lots which are coming in, because the tobacco has not had the treatment it ought to have had, and the vegas are hurried to market without having passed through the proper fermentation.

Good judges who have had a long number of years of experience do not think that the Vuelta Abajo crop of this year will turn out as badly as was feared in the beginning, as the tobacco while light in quality nevertheless has some aroma, a sweet taste and an excellent burn, and the proportion of strawy tobacco may be considerably smaller.

The principal drawback at present is that the farmers are asking too much money for their products, but this will be overcome if only our dealers are in no haste and show no anxiety to concede the unwarranted high figures.

The foregoing refers only to Vuelta Abajo and Partido. In the Remedios district the previous complaints against the American house continue unabated as the numerous buyers are still making purchases at exorbitant figures, thus preventing the more conservative houses from doing any business; or in isolated instances when it is a question of preserving an old customer they have to pay the crazy prices likewise, when they know that they will lose money in packing this particular vega. How this matter will end is hard to say at the moment, but on the other hand as the house in question has not capital enough to buy up the whole crop it will be only a matter of time when it gets to the end of its rope, and will have to stop its ruinous policy.

Sales

during the week total 1,080 bales, divided 550 of Vuelta Abajo, 355 of Partido and 175 bales of Remedios. For the American market 750 bales were bought, while the remainder of 330 bales were acquired by the local manufacturers.

Buyers Come and Go.

Departures: Harry S. Rothschild and Charles B. Cameron, for New York; Juan Jimenez for Spain.

Havana Cigar Manufacturers

were more or less handicapped last week owing to the strike of their cigarmakers, although as far as orders are concerned there is no diminuition yet, as the good demand from all over the United States, Great Britain, its colonies, South America, Germany, France, Australia and the minor countries continues.

H. Upmann & Co. have not quite finished painting the H. Upmann factory, although the addition to same is now entirely completed, and I hope in a few weeks' time to be able to let the readers of The Tobacco World see a reproduction of the same. The factory is as busy as ever turning out 65,000 cigars per day.

Partagas was handicapped last week by the strike of its cigarmakers at 174 Industria street, although Cifuentes, Fernandez & Co. were working with increased forces at their Santiago de las Vegas branch factory. Orders are coming in as strong as ever.

Por Larranaga has received through Mr. Straight, the secretary of the American Minister, Mr. Edwin V. Morgan, the authority of Mrs. Longworth to use her name for a size of cigars, and her picture on the rings. The name of the size will be "Alicia Roose-

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

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OFFICE: AMARGURA 1 HAVANA, CUBA.

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Candido Obeso Angel Martinez

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S. en C.

(Sobrinos de G. Palacios)

Packers, Growers and Dealers in

LEAF TOBACCO

Vuelta Abajo Factory Vegas a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

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E. A. CALVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Consulado 91, HAVANA.

PARTAGAS
Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

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Proprietors
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Cable: CIFER. Habana, Cuba

Sobrinos de A. Gonzalez
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Principe Alfonso 116 y 118
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Remates a Specialty
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S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 — HABANA

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FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

JOSE F. IRIBARREN,
Packers and Exporters of Havana Leaf Tobacco
Vuelta Abajo and Partidos a Specialty
Escobar 162, Bet. Salud & Reina, Havana, Cuba
Special attention paid to tobacco suitable for the American market.

S. Jorge — Y. P. Castaneda
JORGE & P. CASTAÑEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, Corner Dragones Street, HAVANA

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

JOAQUIN HEDESA
Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
83a Amistad St., Habana, Cuba.
Cable: "JEDESA." Branch House:—512 Simonton Street, Key West, Florida.

velt." Kermit Roosevelt has written a letter expressing his satisfaction over the cigars, Por Larranaga, which he took along. R. H. Ferguson also addressed a letter to the Por Larranaga in relation to some future purchases. Don Antonio J. Rivero, has also excellent orders from Europe and South America.

Sol is busy, as there is no let up in the orders from the National Cuba Co., while Behrens & Co. still experience the same good call for their cigars from Great Britain and Germany.

Ramon Allones and Cruz Roja also continues to be exceedingly occupied as Rabell, Costa, Vales & Co. have not been able to fill all the orders on hand, and still they are coming in.

Eden continues to be busy, and Calixto Lopez & Co. have nothing new to report.

The Blasco cigar is steadily making its way in the United States and Canada as well as having quite a clientele in Europe.

Buying, Selling and Other Notes of Interest.

Jorge y P. Castaneda reports sales of 600 bales of Vuelta Abajo and Partido to Northern as well as local manufacturers.

Antonio Santaella is said to have purchased 300 bales of Vuelta Abajo last week.

The rumor which spread here last week that the house of Park & Tilford had consolidated with the Acker, Merrall & Condit Co. has been denied most emphatically, and as far as I can learn, while H. Park has sold his interest to Frank Tilford, the latter will continue to handle only the product of the independent manufacturers exclusively.

Loeb-Nunez Havana Co. sold and shipped 150 bales of Remedios and Partido to their Northern customers.

Harry S. Rothschild and Charles B. Cameron are said to have placed some very large orders with our principal independent manufacturers.

Aixala & Co. disposed of 105 bales of Vuelta Abajo, Partido and Remedios old crop.

Juan Jimenez, of the firm of Jimenez, Triana & Co. left last Sunday by the French steamer La Normandie, to visit his former home in Spain, but is expected to return within a few months.

Muniz Hnos. & Co. turned over 100 bales of Partido to local manufacturers.

A. M. Calzada is in the country, Santa Clara province, to make the preparations for his coming escojida.

Sobrs. de A. Gonzalez disposed of a small lot of new Remedios upon private terms.

Receipts From the Country

	Week Ending Apr. 14 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,541	8,644
Semi Vuelta	217	415
Partido	307	1,904
Matanzas	—	227
Remedios	241	5,476
Santiago de Cuba	6	1,127
Total	2,312	17,793

IN OLD QUAKERTOWN.

The old established cigar firm of H. Sommer & Co., at Quakertown, Pa., has seen some important and gratifying changes in the past year, during which time their sales of high grade seed and Havana goods have been increased beyond all records.

H. Sommer, the founder of the enterprise, who has been traveling in Europe for some time is expected home, during the coming summer. Fred Sommer has lately been on a business trip to New York.

SMALL SALES IN LANCASTER.

22 to 25 Cents for Wrapper, Around 13 Cents for Filler.

Lancaster, Pa., April 23.

There have been a few small sized transactions in new goods in our market during the week, but as yet there is no particular activity. Prices have ranged from 22 to 25 cents per pound for wrapper grades and 13 cents for filler.

Even though these prices look high, when it is remembered that the packers paid extraordinary figures for the goods, and have had to take lots of chance of those coming through the process of sweating in good shape, the prices now demanded are not excessive; and it is quite possible that even these figures will be exceeded.

Again there comes strong indications that this year's acreage will be much larger than heretofore, for growers are already busily engaged in making all necessary preliminary arrangements, and with continued good weather will get the crops out early this year.

Cigar manufacturers are pretty generally experiencing a falling off in trade although there is a variance of opinion as regards its cause. Not a few are feeling the effects of the dreadful calamity in San Francisco, where some of them have been having an extensive sale of their products. Contributions of considerable amounts have been forwarded by members of the trade here.

E. F. Law, of West End avenue, has lately added to his list several very desirable accounts for his nickel products.

P. E. Shirk, of Blue Ball, this county, manufacturer of the Daisy Scrap Tobacco Cutter, is putting on the market a new cigar box trimmer for use by cigar box manufacturers, which is said to be an excellent machine for that purpose, and calculated to bring about wonderful improvements in that direction. One of the largest box factories in this city has already adopted this new machine.

TRADE MARK REGISTER.

OUR COLONIAL CHEROOTS. 15,102.
For cheroots. Registered April 11, 1906, at 4 p. m., by Keystone Cheroot Co., Hanover, Pa.

SHEBOYGAN. 15,103.
For cigars. Registered April 12, 1906, at 4 p. m., by Seneca Cigar Co., Reading, Pa.

STANCO. 15,104.
For cigars. Registered April 13, 1906, at 3 p. m., by Standard Tobacco Co., 1305 Germantown ave., Philada.

NATIONAL ENVOYS. 15,105.
For cigars, cigarettes, cheroots and stogies. Registered April 17, 1906, at 11 a. m., by Stern & Thomson, 123 West Pratt street, Baltimore, Md.

PRIDE OF SOMERSET. 15,106.
For cigars, cigarettes, cheroots and stogies. Registered April 17, 1906, at 11 a. m., by Stern & Thomson, 123 West Pratt street, Baltimore, Md.

PICKAXE. 15,107.
For cigars, cigarettes, cheroots and stogies. Registered April 18, 1906, at 3 p. m., by H. J. Mandel, Boston, Mass.

CANCELLATION.

BOSTON SMOKERS. Registered March 13, 1906, for cigars, by Dietz Bros., Hellam, Pa., has been cancelled.

REJECTED.

Bob White — American Envoys.

Established 1834 — POR LARRAÑAGA — Trade Mark Registered
Independent Vuelta Abajo Factory
Antonia Lopez Cuervo, Vda. de Rivero
PROPRIETRESS
Antonio J. Rivero, Ricardo E. Rivero, MANAGERS
Offices: Belascoain, 2 B,
P. O. Box 374, HAVANA, Cuba.
Cable Address: Larranaga, Havana
A B C 4th and 5th edition.
Codes used: Lieber's Standard (Ed. Espanola)
First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Lieje, 1905.
Representatives and Agents in all the Great Cities of the World.
Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO." Correspondence solicited in English

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. BOX, 898. Cable: "CALDA."

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
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Importers of HAVANA TOBACCO
OFFICES:
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Havana, Industria 160

ROTHSCHILD & BRO
141 Water St.
IMPORTERS AND PACKERS OF
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OFFICES:
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AMSTERDAM, HOLLAND.
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NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
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Established 1888.
Telephone, 4027 John.
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M. F. SCHNEIDER
IMPORTER OF
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NES, CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227
Amsterdam, Holland.
Cable Address: "HERE."
OFFICE:
183 Water St.
NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, April 22, 1906.

Very few sales of any consequence in the leaf market took place last week. One lot of 50 cases of 1902 Pennsylvania Broadleaf B's at 22 cents marked weight was sold by A. Biederman and another small lot of Porto Rico which arrived recently was sold at 40 cents before the steamer rounded the Statue of Liberty. Loose Connecticut Sweat is bringing 10 cents and there is not much of it to be found.

The entire talk of the trade the past few days has been the San Francisco disaster. Deep sympathy is being displayed for the afflicted city and a collection of nearly $10,000 was raised among the leaf houses and allied trades by the Leaf Tobacco Board of Trade. It is expected that more than $50,000 will be raised and those desiring to contribute can send money to Carl Goldberger, of E. Rosenwald & Bro., 145 Water street, or A. Bijur, 127 Maiden Lane. Acknowledgement of all sums will be noted in these columns in our next issue.

The effect of this calamity upon both our manufacturing and leaf houses will take months to eradicate. Every prominent cigar firm had their usual jobber at the coast and not alone will there be financial losses (although this appears to be a secondary consideration) but the loss of business entailed while things are being righted will amount to gigantic proportions. With all that, the question arises, How can we help our sister city? The tobacco trade will do its share and those who give can rest assured that the money will go for a good cause and will reach the proper hands.

The American Tobacco Co. has contributed $25,000 and the United Cigar Stores Co., $500. The United is deeply concerned in the calamity not only because of its interests there but also because at present a number of its officials are on the coast. At this writing the United has heard that every one is safe but that the eight stores are things of the past. The company also has leases on a number of buildings all of which have been destroyed. The officials at the coast include Frederick A. Whelan, David Rosenfeld, Eugene Steiner and Edward Wise.

B. Wisun, independent jobber at 778 Second avenue, is in financial difficulty. His place of business has been closed since last Monday.

The Surbrug Co. offers a deal of 20 1oz. packages of Grain plug cut with 1,000 Arabs. M. Whitebone, city salesman, reports a good sale because of the deal and if there is any business to be had "Whitey" is sure to get there.

Chas. Heilpern, of 206 Pearl street, has issued invitations for the coming marriage of his daughter, Henrietta, to Nathan M. Rosen to take place April 26 at Vienna Hall.

Talking about marriage, Jos. Abrahams informs me that Abe Holzman, of the celebrated firm of J. Holzman is thinking very seriously of becoming a Benedict.

Schedules in bankruptcy of Harriet S. Thistle, cigar dealer of 675 Columbus avenue, show liabilities $2,356 and no assets.

M. Rosenthal, of 351 Bowery always keeps on hand a large stock of domestic and Key West cigars which he jobs. Business has been good with him so far this season and he says he has no kick coming.

Mr. Ernay, formerly of the firm of Weissberger & Ernay, is one of the prominent down town jobbers. His place is situated at the corner of Great Jones street and the Bowery, where he enjoys a good retail as well as wholesale trade.

A very neat and busy store is the one conducted by S. Kessell at 247 Bowery. Mr. Kessell pushes independent goods and has built up a good trade in a short time.

L. Ortman, 2350 Third avenue, is one of our popular novelty manufacturers. He makes a complete line of pocket books, match safes and cigar cases for advertising purposes at reasonable prices and in any quantity.

Oscar Schein, 342 Lenox avenue, manufacturer of the celebrated Fernan De Abla clear Havana cigars, was one of those who loaded up before the market went short, consequently his output remains the same in quality. He also informs me he has enough old goods in the warehouse to last a year at least.

The old New York Club site at Fifth avenue and Thirty-fifth street, together with the adjoining lots on both avenue and street, is to be improved with an eleven story structure and has been leased already to the Acker, Merrall & Condit Co. for twenty-one years at an annual rental of $175,000. The Acker, Merrall & Condit Co. will occupy the store floor and sublet the others.

Roseno Bros.' clear Havana goods appear to be getting a good hold on this market and they can be found in all first class stores where a steady demand has been created.

The Acker, Merrall & Condit Co. has paid the three judgments amounting to $410 costs which was taken against them by the Waldorf-Astoria Segar Co. This ends the litigation between these two firms, which resulted in a victory for the Waldorf firm as reported in our last issue.

The Bedell Leaf Tobacco Co., 10 Chatham Square, reported business as excellent when I called yesterday.

B. Shienfeld, cigar manufacturer of Waterbury, Conn., was a visitor in the market this week.

The only Theodore Beckhardt, with M. Oppenheimer, left on a trip Saturday for the East.

J. Holzman, the Sumatra importer, sailed for Amsterdam Saturday.

R. Gangemi & Co., formerly of Utica, N. Y., and now 39 Beekman street, New York, expect to be able to fill orders from May 1 on their two clear Havana brands.

—James & Holmstrom, have been incorporated to do business as tobacconists in New York with a capital of $5,000 by T. T. James, A. F. Holmstrom and E. F. Holmstrom.

NOTES FROM THE BUSY HUB.

Town is Full of Salesmen, and Trade is Pushing.

Boston, April 23.

E. Kleiner, of E. Kleiner & Co., of New York, cigar manufacturers, spent a few days in the Hub this week, and his order book was ever ready for an emergency. Kleiner & Co. make up numerous private brands for some of our leading jobbing houses.

Rosenthal Bros., distributors of William the Fourth clear Havana cigars, are now offering the trade this brand in twenty different shapes.

James Blythe, President of Cigarmakers' Union No. 97, has been elected by that organization as the delegate to the labor conference on the overtime bill which is to be held on April 24 in Faneuil Hall.

The John Wiesert Tobacco Co., of St. Louis, Mo., has a representative calling on the local retail trade trying to interest them to buy Arrow cut plug a 2 oz. five cent package.

Louis Jeselsohn, wholesale tobacconist, has put in a line of Garcia Pando & Co.'s clear Havana cigars. Mr. Jeselsohn is also pushing the sale of the Spanish Girl a nickel cigar made in Milwaukee, of which he has the New England agency.

Ralph B. Oppenheim, representing Rosenthal Bros., New York manufacturers of Big Bear and other popular brands, is expected here this week.

Jno. Kroog, the New England representative of Wm. Demuth & Co., is again calling on the jobbing trade, inviting them to pay him a visit at the Parker House and incidentally look over his samples.

Herbert C. Nelson, who is now representing Durlach Bros., the Porto Rican cigar importers, in this section, was calling on the jobbing trade this week exploiting El Rigodon, El Calrud, Lady Wallace and other brands of his firm's manufacture. Durlach Bros. claim to be one of the very few that use nothing else but the genuine Porto Rican leaf in the manufacture of their goods.

Epstein, the cut price druggist, has just taken on El Cura, a Key West Havana smoker made by Gans Bros., New York. C. M. Holmes, the manager of the cigar department, tells me this cigar is certainly a winner, and Charlie ought to know, he is up to date, in fact he is up to the minute, and never lets a good thing slip through his fingers. The cigar display in Epstein's window this week is causing much comment as the unique design of the price cards is throughly original.

Chas. P. Rockwood, of the cigar manufacturing firm of Rockwood & Reidt, has just returned from a very successful business trip in Indiana. This concern makes union made goods and their leaders—Sam Kay, a ten center, and Rox V., nickel goods—are rapidly forging to the front in popularity.

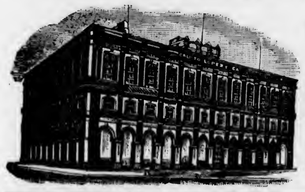
There has been no material change in cigar and tobacco circles since my last letter and retailers and jobbers alike seem to be satisfied. The latter especially report business as being good.

Many out of town retailers have been here purchasing supplies for their spring trade. There is a noticable increase in the sale of clear Havana cigars and every retailer seems to carry several brands. We have many cut

(Concluded on page 16.)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of GEORGIA SUMATRA
142 Water St., New York.

EDEN CIGAR FACTORY



of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to order.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
ENOS SMITH

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, APRIL 25, 1906.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

SAN FRANCISCO.

There is nothing particularly pertinent which can be added to the great mass of matter already printed of the awful disaster which has overtaken the Queen City of the Coast. As has been a common expression, it is too horrible to talk about.

A feature of the calamity, nothing short of magnificent, however, is the prompt action of the nation at large in the direction of relief. Nation, trade and individual responded nobly and so far as is humanly possible, the suffering and misery in the stricken city have been alleviated.

As swift as any in this race of sympathy has been the tobacco trade, every member of which—who had it to give—gave freely. There was no stopping to calculate whether it was a good year or a time of prosperity. There was simply a spontaneous desire to lessen as much as possible, the despair at the Golden Gate.

In the days to come when Hope once more spreads her buoyant wings over the resurrected city, it will be a pleasant thought that in the time of deepest woe, the tobacco trade did its duty.

KNOCKING PRICES IN THE HEAD.

With the vigor which the spring season will lend the retail trade it is to be hoped there will not occur a carnival of price cutting toward which there seems such a general tendency.

To be a successful price cutter a man must be unusually shrewd and capable in buying and handling his goods or he must be favored by a lengthy chain of unusually favorable circumstances. The chances are always largely against success and the reward, when there is one, so small comparatively, one wonders at the number who take the chance.

No one of well balanced mind will dispute that to cut prices just for the sake of cutting them is to demoralize trade. This excepts genuine bargains or any job lots of goods that are sold down for definite or adequate reasons. But to wantonly slash around among standard prices just for the sake of attracting the crowd, does no good to anyone, not even the consumer, who gets a wrong idea of values and becomes dissatisfied with perfectly proper prices.

It is safe to say that in the majority of commodities prices arrive naturally at a fair standard as a result of legitimate competition. Thus a manufacturer in selling his product, charges for the cost of material, the cost of manufacturing, the cost of selling and adds a fair profit representing the interest on his money and brains invested. His asking price will be reasonable because he is bound to make it as attractive as possible or see another less greedy manufacturer get the business.

For the same reason, the jobber is bound to keep himself down to a fair profit, so that every retailer pays about the same for his goods. This price allows him a living profit but no more. Indeed it is not a living profit unless his store is managed carefully.

It stands to reason, then, that anyone who breaks the chain by slashing prices is doing a demoralizing thing. Forced by the law of supply and demand to limit himself to a fair profit, when he goes below that profit to attract trade, he is simply placing himself in the position of the house painter who works in a frenzy of hurry in order to get through before his paint gives out.

Naturally the retailer who sells $1,000 worth of goods a week can sell cheaper than he who sells $100 worth, but in doing it, the former will not be cutting prices according to the popular use of the term; he will simply be establishing a balance between his cost of buying and selling and his income.

The offensive individual is the man who goes about his establishment knocking down prices where he has no right to in the wild idea that he is investing in a bait for the consumer from whom he has hope of obtaining his recompense in some vague other way.

AN AWFUL PAST

The Rev. Reuben A. Torrey, evangelist by profession, is holding a sensational "revival" in Philadelphia which has already netted quite a few "converts". Among these is said to be Frank Clayton, for twenty years a cigarmaker, who admitted his conversion at one of the meetings and announced that he would quit the cigar business. Speaking of his awful past he declared that for years he had "smoked fifty cigars a day besides drinking many mugs of beer."

We are sincerely glad to hear of Mr. Clayton's Pentecost, and are willing to believe that his future will be much more peaceful. It is not probable that his self-assigned task of getting away with fifty cigars a day allowed this retired sinner much time for sleeping or eating, and even with an allowance of overtime a man would have to establish mighty steady suction to keep from running behind.

A complete list of the subscribers in the New York trade to the fund for the San Francisco sufferers will be printed in our issue of next week. A noble fund has been raised in that city.

Philadelphia Tobacco Trade.

Several dealers testified to the fact that business had picked up quite a little during the week, so that it looks as if the spring trade had fairly commenced. There is more ginger manifested than heretofore and the dealers are hoping to get in a good bunch of lively trade before the summer exodus begins. A few new packages are taking hold well, short smokes particularly, and it will probably be another summer of good business in these goods.

It was rather a quiet week in the leaf market, the San Francisco calamity occupying a greater part of the trade's attention, and the movement of goods was sluggish. No large transactions were reported although there was more or less dickering. The movement in Sumatra is looking up.

Jos. Way's new store at Fifth and Market streets, is one of the most attractive cigar establishments in the city and, so far, Mr. Way reports a good business. As a souvenir of the opening Mr. Way gave away a neat cigar cutter.

H. D. Narrigan is now comfortably settled in his new quarters just above the old ones, Sixth street above Arch. He is not so cramped now and the facilities for stock arrangement are better in every respect.

The mysterious disappearance from his accustomed haunts of F. B. Robertson, the Match-It man, is accounted for by his re-appearance with a beautiful cigar band tray which he had made with his own hands. Mr. Robertson says it would be useless to offer him $500 for his prize. Seriously, though, the tray is a beautiful piece of work and does its maker credit.

Goldsmith & Arndt are conducting a campaign of effective advertising on the goods they distribute and there is no busier firm in the city.

T. H. Hart & Co. are getting out a new size of the Leda, which brand has a strong following in this city.

Mr. Yahn, of Yahn & McDonnell, has been rather under the weather lately. Reports from this firm are of good business.

Max Bamberger, who has not been in the best of health lately has sailed for Europe accompanied by Mrs. Bamberger, where he will probably remain until fall.

John R. Young, of the dissolved firm of Young & Newman, will remove to 305 North Third street about the middle of May where he will continue his brokerage business.

B. Labe & Sons have 69 bales of Sumatra on the steamer New Amsterdam and 98 bales on the steamer Statendam which were purchased at the inscriptions by Mr. Labe. Goods have been moving very nicely with this firm.

SAN FRANCISCO FUND.

As soon as the news of the awful San Francisco disaster reached Philadelphia steps were at once taken by the Philadelphia Leaf Tobacco Board of Trade to raise a relief fund. The subscriptions were prompt and about $1,600 was raised. For their indefatigable work in pushing this matter to an early completion, much credit is due E. A. Calves, of E. A. Calves & Co., and George W. Bremer, Jr., of Bremer Bros. Following is the list of subscribers:

Lewis Bremer's Sons	$500.00
Bremer Bros.	100.00
L. Bamberger & Co.	100.00
E. A. Calves & Co.	100.00
Dohan & Taitt	100.00
F. Eckerson & Co.	100.00
K. Straus & Co.	100.00
J. Vetterlein & Co.	100.00
B. Labe & Sons	50.00
H. G. Vetterlein	50.00
J. W. Wartman & Co.	50.00
M. Rosenberg & Co.	33.00
J. H. Cayro & Son, Havana	25.00
J. S. Batroff	25.00
Empire Leaf Tobacco Co.	25.00
J. Hirshcberg & Bro.	25.00
Geo. Burghard	15.00
H. Dolinsky & Son	10.00
W. Dittenhoefer & Co.	10.00
H. E. Stevenson	10.00
Tobacco World Pub. Co.	10.00
S. Weinberg	10.00
Amsterdam Sumatra Co.	5.00
G. H. Boesch	5.00
Louis Bythiner	5.00
L. G. Haeussermann & Sons	5.00
Hipple Bros. & Co.	5.00
Louis Kruppenbach	5.00
D. Pareira & Co.	5.00
M. Rosenstein	5.00
Velenchik Bros.	5.00
John R. Young	5.00
P. J. Kolb & Co.	1.00
W. P. Gotwalt	1 00

Arthur Hagen & Co. have arranged attractive displays of the goods they distribute in a large number of stores around town. Horse Guards, London Turkish cigarettes which retail 10 for 15 cents are shown at the stores of J. N. Anderson, 54th and Girard avenue; J. Levitt, 269 N. Ninth street; A. Schaible, 2611 Oxford street; P. Gaffney, Thirteenth and Vine streets; S. Goldstein, Fifteenth and Locust streets; H. Konesky, Ninth and Locust streets; A. N. George, 1415 Jackson street; Geo. Fritze & Co., 25 S. Third street. Pall Mall cigarettes at 10 for 25 cents, are shown by E. C. Rahme, 36 N. Broad street; H. Konesky, Ninth and Locust streets; Davidyan, Jr. & Co., Ninth and Arch streets; R. Patterson, 5002 Baltimore avenue; and Egyptienne Straights, 10 for 10 cents at J. Stern, Sitxb and Spruce streets; Wm. Watkins, Sixteenth and Race streets; Henry Fischell, 1114 Master street; J. W. Fink, 685 N. Thirteenth street.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

Bayuk Bros.
SOLD BY LEADING DEALERS EVERYWHERE

5¢ CIGAR
WRITE FOR FULL PARTICULARS
MENTION TOBACCO WORLD
BAYUK BROS. CIGAR CO. MAKERS, PHILADELPHIA.

Sig. C. Mayer, of the firm of Sig. C. Mayer & Co., of Lccust street, is on a four weeks' trip through Arkansas. He will return via Tennessee and other points South.

Business spruced up a bit in the movement of old Sumatra this week. Dohan & Taitt, of Arch street, moved 20 cases of the old leaf during the past few days, and the firm is receiving many inquiries relative to this tobacco, of which they have a good assortment.

MANUFACTURER OF THE POLLACK STOGIES DIES.

The Hon. Augustus Pollack, probably the best known manufacturer of stogies in the country, died on Monday at his home in Wheeling, W. Va. He was 76 years old. The dead manufacturer had an international reputation, and was one of the pioneer manufacturers of stogies. The Pollack stogies are among the best known anywhere. The deceased was one of the founders of the Pittsburg, Chicago, Cincinnati & St. Louis Railroad, and was reputed to be a millionaire.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

WANTED—Salesman capable of handling large cities and large territory. State experience, territory preferred and salary expected. BUTLER-BUTLER, Inc., New York. 4-18h

POSITION WANTED to manage cigar store in New York, by a young man with five years experience. Address SALESMAN, Box 56, care of The Tobacco World, Phila. 4-18a

CIGAR PACKER FOREMAN, thoroughly experienced, open to engagement. Best of reference. Address Box 61, care of Tobacco World, Phila. 3-14tf

TOO MUCH FOR THE JURY.

Case of Nat Union Bank vs. J. L. & M. F Greene Up to Judge.

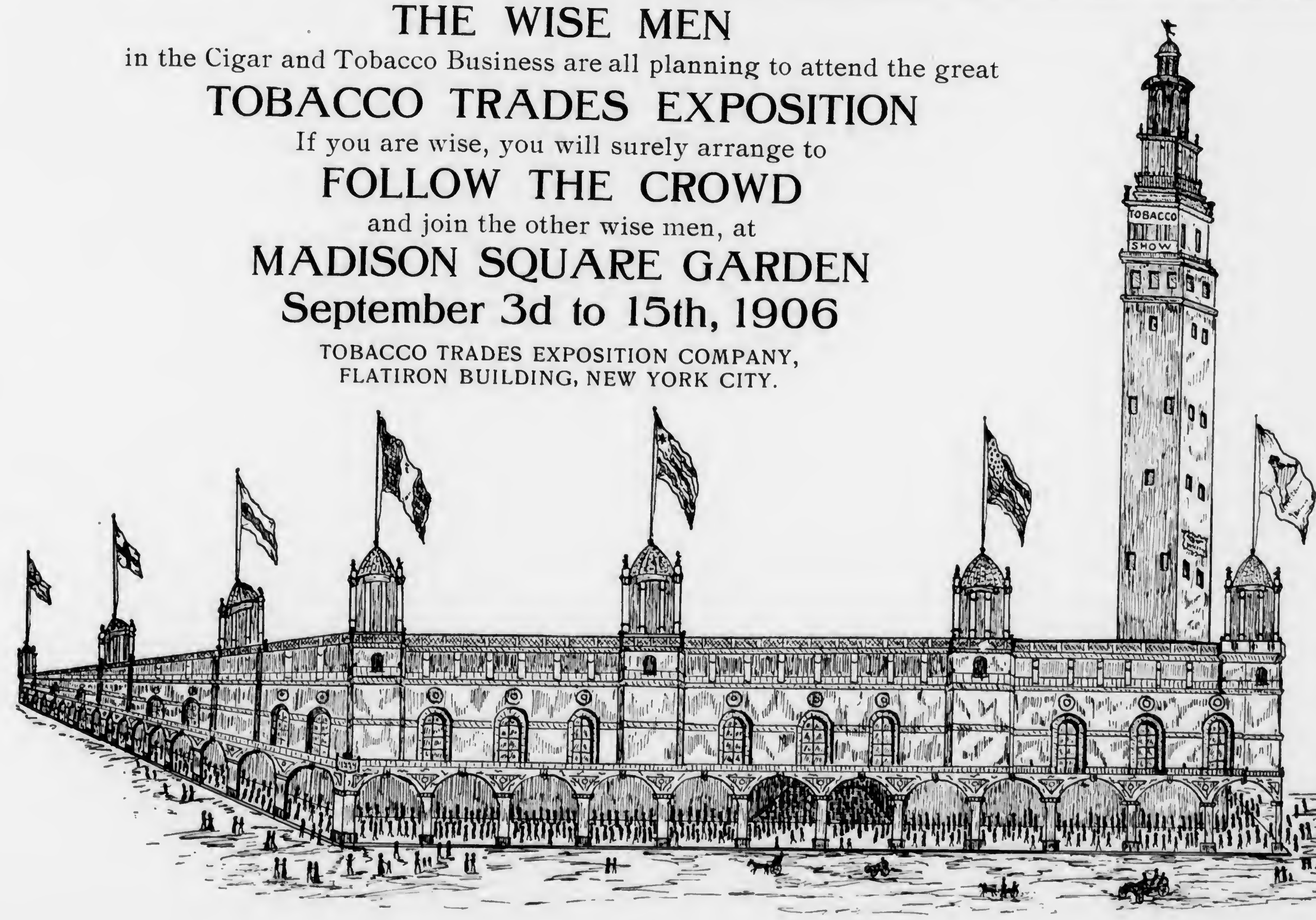
Reading, Pa., April 24.

In the case brought by the National Union Bank of this city against James Y. Shearer to recover the value of 125 bales of leaf tobacco on which the bank had loaned money, the jury evidently finds a decision too much for its powers and transfers the responsibility to Judge Endlich who sat on the case. The verdict, as rendered, winds up thus:

"If the Court shall be of the opinion that upon the above findings the plaintiff is entitled to recover, then we find for the plaintiff for $2,650; but if the Court shall be of contrary opinion, then we find for the defendant."

The facts of this much tangled case are said to be these: Some years ago

THE WISE MEN
in the Cigar and Tobacco Business are all planning to attend the great
TOBACCO TRADES EXPOSITION
If you are wise, you will surely arrange to
FOLLOW THE CROWD
and join the other wise men, at
MADISON SQUARE GARDEN
September 3d to 15th, 1906
TOBACCO TRADES EXPOSITION COMPANY,
FLATIRON BUILDING, NEW YORK CITY.



Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars.

H. C. LONG JOHN D. LONG GEO. W. LONG.

J. D. LONG & BROS.

OFFICE:
118 Mifflin Street,

Manufacturers of Cigars

FACTORY:
Cor. Maple & Plum Av's

LEBANON, PENNA.

A Specialty of Private Brands. Telephone Connection. Samples Sent to Responsible Houses.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN
51 Market St.
Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

FLUCTUATIONS
of the tobacco market
DO NOT AFFECT
the quality of our
NANINE CIGARS
H. S. Hartman, Mfr., Lancaster, Pa.

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

OUR BOSTON LETTER.

(Concluded from page 13.)

price cigar stores here; some make a specialty of "cutting" on cigars and tobaccos, and looking to make their profit on pipes, others vice versa.

We have one concern, by name Johnson & Co., whose main business is selling Porto Rico cigars under their own private labels. This firm is not content in selling the many retailers, but in one of their stores on Federal street they are doing a lot of "slashing" on the prices of popular brands of cigarettes and pipes, more especially the former, which they are selling practically at cost. Turkish Trophies are being offered at 2 packs for 15 cents, Rameses at 14 cents, Murads 9 cents, Milo 17 cents, etc.

I have heard many complaints about this concern's methods of doing business, and some of the retailers think the best way of evening up matters would be to discontinue handling the many brands of Johnson & Co., which by the way are fairly good sellers.

Meyer Yeretsky, of Chas. Morris & Co., is doing some clever work here. The La Integridad cigar is kept on sale in all our leading establishments.

Hon. Ed. Cauley's new Federal Cigar Shop opened for busness the past week. The fixtures are up to date in every respect, the window displays are very attractive and receipts for the first week were beyond expectation.

Theo. Werner, of T. J. Dunn & Co., New York manufacturers of the well known Bachelor cigar, was here this week, and made his headquarters with T. Rosenbaum & Co., who are their New England distributors.

The various United Stores have been offering a 50 cent pack of playing cards with every pound of Curve Cut at 75 cents. The Journal Building store claims to have had the best record for one day, sales totaling almost 400 pounds.

Klein's Drug Store, corner Tremont and Boylston streets, have a handsome window display of a cigar named after Capt. Jimmy Collins, of the Boston Base Ball Club. This cigar retails at 4 for 25 cents. E. W. Brown, the manager of the cigar department is known among the trade as well as traveling men as the "silver tongue salesman." He has had many years' experience in the business and never fails to make good.

Mr. Dolan is here putting out the Andrew the Great cigar, and is offering as an inducement a handsome oak desk free with every 1,000; the trade has taken kindly to his proposition.

E. T. Starling is doing some effective work on the Lobster cheroot, which for a long time has been a favorite smoke with consumers of this class of goods. The Hotel Touraine reports a good trade on this brand.

Ben Strauss, of Bustillo, Diaz & Co., makers of the Humboldt cigars, was a visitor in our market last week.

Mr. Mangan is doing some nice work on the Central Union brand. Many handsome window displays are in evidence, and he spends very few "Idle Hours" and is certainly a worker.

Teddy Rosenbaum has taken train 23 for New York and is expected to return in a few days. ALFO.

RATHER DULL IN READING.

Some Cigar Manufacturers are Laying Off Hands.

Reading, Pa. April 23, 1906.

The cigar trade of Reading is at present somewhat dull, and in a number of instances hands are being laid off at least temporarily. This is true of the larger factories as well as the smaller. It must, of course, be remembered that there are a great many old established concerns, whose trade is more or less regular, the year round, or rather a uniform working force is maintained, even at apparently dull periods.

John J. Eshelman, of Mohnsville, near here, tells me that while he is working with a steady force, he is noticing that the demand for goods is much less urgent than some weeks ago.

Chas. M. Yetter returned a few weeks ago from an extended trip through the West and states that orders are coming in moderately well.

John U. Fehr & Son are just about finishing up their packing season, having put up considerable quantities of Connecticut leaf, some of which is now ready for the market.

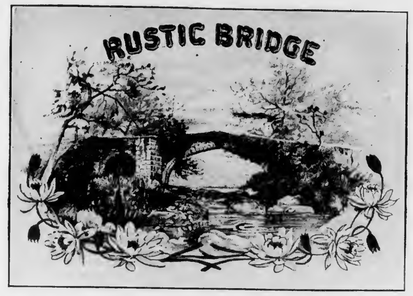
M. Steppacher, who is one of the oldest and largest manufacturers of strictly union made goods in this section reports a fairly good business, running full handed on mail orders from old customers. Although, as he states, there is not as much activity this month, there was more than the usual activity during January, February and March, which was the largest first quarter in the history of the house.

Some of the manufacturers in this section who have been selling considerable goods through the coal regions of Eastern Pennsylvania are feeling the effect of the unsettled labor conditions existing there.

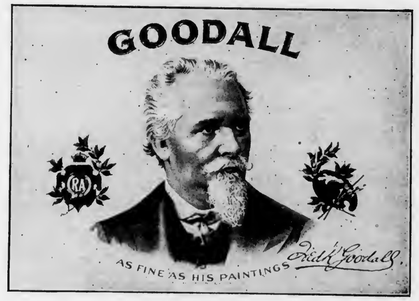
Charles Breneiser & Sons are making a feature of special window displays of the Owl cigars of the Straitton & Storm Co., New York, and the Bard of Avon 5-cent cigar, made by a Reading firm.

C. W. Potteiger is also featuring the same brand in one of his show windows at the Sixth and Washington streets store.

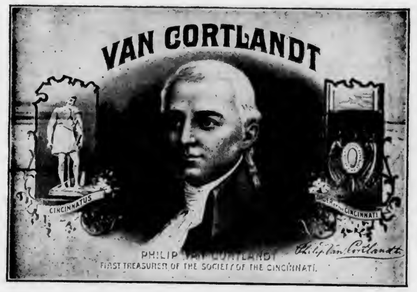
W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.



Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.